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;;;Boston City Council 180213

BRRNG

I'M COUNCILLOR FLAHERTY.
OTHER COUNSELORS WILL BE COMING
IN AND OUT THROUGHOUT THE PERIOD
OF THE HEARING.

I WILL BE RECOGNIZING THEM AS
QUICKLY AS THEY ARRIVE.
WE'RE HERE TO DISCUSS DOCKET
0129 AN ORDINANCE ALLOWING SHORT
TERM RENTALS IN THE CITY OF
BOSTON.

THE MATTER WAS SPONSORED BY
MAYOR MARTIN WALSH AND REFERRED
TO COMMITTEE ON JANUARY 24,
2018.

THIS ORDINANCE CALLS FOR THE
ESTABLISHMENT OF GUIDELINES AND
PROTOCOLS FOR THE SHORT TERM
RENTAL INDUSTRY IN BOSTON.
THE PROPOSED LANGUAGE IS
MULTI-PRONGED WHICH SEEKS TO
IMPLEMENT REQUIREMENTS FOR SHORT
TERM RENTALS WHICH INCLUDE
REGISTRATION AND RESPECTIVE FEES
BASED ON THE TYPE OF UNIT, IN
PARENTHESES HERE LIMITED SHARE,
HOME SHARE OR INVESTORS.
IN THE ALLOWANCE OF USE FOR
CERTAIN NUMBER OF DAYS,
PERMISSION OF OWNER AND CONTACT
INFORMATION.

NO OUTSTANDING VIOLATIONS WITH
THE CITY IN COMPLIANCE WITH
OTHER LOCAL LAWS.

A COMPLIANT PROCESS WILL
INCLUDES THE RIGHT TO A HEARING,
PENALTIES IF THERE IS A FAILURE
TO REGISTER AND ALSO ENFORCEMENT
BY THE CITY'S INSPECTION SERVICE
DEPARTMENT.

LASTLY I WOULD LIKE TO TAKE THE
OPPORTUNITY TO THANK THE WORK
DONE BY CITY COUNCIL BUT MY
COLLEAGUES, CITY COUNCILLOR
BAKER ON ROUTE AND FORMER CITY
COUNCILLOR SAL LaMATTINA.

WE WILL HAVE AN ADMINISTRATION
PANEL FOLLOWED BY THE SLIDE SHOW
PRESENTATION.

THEN WE'LL GET RIGHT INTO PUBLIC

TESTIMONY.

I THINK IT'S VERY IMPORTANT AND IT WAS SORT OF A MANDATE FOR OUR NEW COUNCIL PRESIDENT TO ENGAGE THE PUBLIC EARLY ON IN THE PROCESS, PEOPLE TAKE OUT SCHEDULES AWAY FROM THEIR FAMILY AND WORK.

IT'S IMPORTANT TO HEAR YOUR THAWS, OPINIONS, IDEAS AND SUGGESTIONS.

AFTER THE FIRST PANEL AND THE SLIDE PRESENTATION, WE'LL GO RIGHT INTO PUBLIC TESTIMONY, AND JUST ASK THAT YOU BE AS BRIEF AND SUCCINCT AS POSSIBLE BECAUSE WE HAVE TO FIT FOLKS IN TO TESTIFY AND MORE COMING BASED ON THE PHONE CALLS AND E-MAILS THAT MY COLLEAGUES AND I HAVE BEEN GETTING OVER THE LAST COUPLE OF WEEKS.

IF EVERYONE COULD STAY WITHIN THE TIME CONSTRAINTS OF THREE MINUTES, THAT WOULD BE GREAT, AND WE'LL MOVE AS MUCH TESTIMONY AS POSSIBLE TODAY.

OF COURSE, THE CHAIR AND COMMITTEE MEMBERS WILL BE HERE FOR THE DURATION AND ALSO FOR THOSE WHO ARE HERE THAT DID NOT GET A CHANCE OF TESTIFY BEFORE WE GOT BACK TO WORK, FEEL FREE TO SUBMIT WRITTEN TESTIMONY THROUGH THE CHAIR AND I'LL MAKE SURE MY COLLEAGUES AS WELL AS THE ADMINISTRATION OFFICIALS GET A COPPY.

WE HAVE BEEN JOINED BY COUNCILLOR TIM McCARTHY.

WELCOME, COUNSELOR.

FOR EVERYONE'S EDIFICATION, IF YOU COULD STAYED YOUR NAME, TITLE AND AFFILIATION.

CHIEF.

>> I AM CHIEF SHEILA DILLON AND I AM JOINED HERE WITH CHRIS ENGLISH, PAUL FOR I.G.R. AND BUDDY CHRISTOPHER THE COMMISSIONER FOR I.S.D. THANK YOU, CHAIRMAN FLAHERTY AND MEMBERS OF THE CITY COUNCIL FOR HOLDING THIS HEARING TODAY AND HAVING THIS IMPORTANT TESTIMONY.

I WANT TO GIVE A BRIEF OVERVIEW
AND CHRIS WILL OUTLINE THE
SPECIFICS OF THE
ADMINISTRATION'S PROPOSAL.
THE CITY'S POPULATION IS
GROWING.

IN RESPONSE, ALL CITY DEPARTMENTS
HAVE BEEN WORK HARD TO INCREASE
OUR HOUSING SUPPLY, INCLUDING
AFFORDABLE HOUSING FOR FAMILIES
AND SENIORS.

WE'VE ALSO BEEN WORKING WITH OUR
COLLEGES AND UNIVERSITIES TO
BUILD MORE DORMITORIES, SPRING
UP HOUSING FOR OUR WORKFORCE.
HISTORIC HOUSING CAUSED RENTS
AND SALES PRICES TO RISE.
WE CANNOT, HOWEVER, WIN THE WAR
ON OUR HOUSING SHORTAGE IF
BOSTON HOUSING UNITS ARE BEING
TAKEN OFF THE MARKET AND USED
FOR SHORT-TERM ACCOMMODATION,
AND THIS IS HAPPENING IN BOSTON
AND MOST MAJOR CITIES THROUGHOUT
THE WORLD.

TO BETTER UNDERSTAND THE ISSUE,
LAST YEAR, THE CITY OF BOSTON
COLLECTED DATA FROM AIRBNB, FROM
JANUARY THROUGH OCTOBER OF 2017.
WE KNOW THERE ARE MORE SHORT
TERM RENTAL PLATFORMS OPERATING
BUT WE WANT TO LOOK AT ONE OF
THE MAIN OPERATORS.

THE TOTAL OF 4800 ACTIVE
LISTINGS, 62% OF THESE UNITS,
3300 UNITS WERE ENTIRE HOMES OR
APARTMENTS, THEY ARE BEING
RENTED OUT IN THEIR ENTIRETY.
OF THESE 3300 UNITS, 2,000 UNITS
WE CONSIDERED HIGH IMPACT
LISTINGS.

THESE UNITS WERE RENTED FOR AN
AVERAGE OF 235 DAYS PER YEAR.
EFFECTIVELY, THEY WERE TAKEN OFF
THE MARKET.

NOW, 2,000 UNITS MAY NOT SOUND
LIKE A LARGE NUMBER, ESPECIALLY
SINCE THERE ARE OVER 169,000
RENTAL UNITS IN THE CITY OF
BOSTON.

HOWEVER, IF THE HIGH IMPACT
UNITS WERE PUT BACK INTO THE
RESIDENTIAL MARKET, WE ESTIMATE
THAT OUR VACANCY RATE WOULD

INCREASE FROM 3.1% TO 4%.
THIS IS IMPORTANT BECAUSE THE
CITY NEEDS A LARGER VACANCY RATE
TO MODERATE RENT INCREASES.
WITHOUT IT, RENTS WILL CONTINUE
TO RISE.

THE WHOLE NUMBER -- THE NUMBER
OF WHOLE UNITS LISTED IN AIR ARE
ARE -- AIRBNB GREW BY 90% FROM
2015 TO 2016.

SO WE KNOW THIS IS BECOMING A
LARGER AND LARGER INDUSTRY THAT
WOULD BE MORE AND MORE
IMPACTFUL.

ROUTE REGULATION, THIS GROWING
INDUSTRY WILL CONTINUE TO TAKE
MORE AND MORE UNITS OFF THE
MARKET.

THERE IS A LOT OF GOOD RESEARCH
BEING DONE ON THIS PHENOMENON.
WE HAVE BEEN STUDYING RESEARCH
FROM NEW MASS BOSTON AND
U.C.L.A., TO NAME A FEW, AND
THERE'S CLEAR CORRELATION
BETWEEN THE INCREASE IN AIRBNB
LISTINGS AND THE INCREASE IN
RENTS IN MAJOR CITIES.

SO WITH THAT, I'LL CONCLUDE AND
HAND IT OVER TO CHRIS ENGLISH
WHO WILL WALK US THROUGH THE
CITY'S PROPOSAL.

>> THANK YOU, CHIEF.
WELCOME.

CHRIS, PLEASE STATE YOUR NAME
AND AFFILIATION.

>> THANK YOU.

MY NAME IS CHRIS ENGLISH, POLICY
ANALYST IN THE CITY'S OFFICE OF
INTERGOVERNMENTAL RELATIONS.
I JUST WANTED TO GO OVER THE
DETAILS OF OUR PROPOSAL HERE AND
THEN TURN IT OVER TO ANITA ABOUT
I.C.

SO FIRST, WE ACKNOWLEDGE THAT,
WHEN USED UNDER CERTAIN
CIRCUMSTANCES, SHORT-TERM RENTAL
CAN PROVIDE ECONOMIC
OPPORTUNITIES FOR RESIDENTS AND
ADDED CAPACITY TO OUR MARKET OF
SHORT-TERM ACCOMMODATIONS FOR
TRAVELERS.

SO THIS ORDINANCE CREATES SOME
TOOLS TO ENSURE THOSE UNITS ARE
BEING USED IN A SAFE AND

APPROPRIATE MANNER AND THAT BASIC INFORMATION ABOUT THEIR LOCATION, THE FREQUENCY OF THEIR USE AND THE INDIVIDUALS WHO OPERATE THEM IS AVAILABLE TO THE CITY.

AT ITS MOST BASIC LEVEL, THIS ORDINANCE REQUIRE ALL HOST, REGARDLESS OF THE TYPE OF UNIT THEY SEEK TO LIST, TO PROVIDE REGISTRATION AND CONTACT INFORMATION TO THE CITY INCLUDING HOST AND UNIT INFORMATION, ADDRESSES, CONTACT INFORMATION FOR AN INDIVIDUAL WHO CAN BE REACHED 24 HOURS A DAY, RESPONDING WITHIN TWO HOURS TO ANY ISSUE THAT ARISES IN THE UNIT.

INCLUDES ACKNOWLEDGMENT OF THE OWNER'S PERMISSION.

NO OUTSTANDING HOUSING, SANITARY BUILDING, FIRE OR ZONING CODE VIOLATIONS.

AND ONCE A HOST IS REGISTERED WITH THE CITY, THEY WILL BE ISSUED A REGISTRATION NUMBER THAT WILL BE REQUIRED TO BE POSTED ON ANY LISTING FOR THAT UNIT.

HOSTS ARE DIVIDED INTO THREE CATEGORIES.

FIRST BEING A LIMITED SHARE UNIT.

THESE ARE PRIVATE SPACES OR EXTRA BEDROOMS IN THE OPERATOR'S PRIMARY RESIDENCE.

THE OPERATOR MUST BE PRESENT DURING ALL STAYS AND THERE IS NO LIMIT ON THE NUMBER OF THOSE STAYS PER YEAR.

HOME SHARE UNITS ARE WHOLE UNITS THAT ARE THE OPERATOR'S PRIMARY RESIDENCE, DEFINED AS INDIVIDUAL LIVING IN THE UNIT FOR AT LEAST NINE MONTHS OUT OF THE YEAREER.

THE OPERATOR CAN EAST A SHORT-TERM -- CAN HOST A SHORT-TERM RENTAL WITHOUT BEING PRESENT FOR UP TO 90 CALENDAR DAYS PER YEAR.

INVESTOR UNITS, THE THIRD CATEGORY, ARE WHOLE UNITS NOT OCCUPIED BY ANY PRIMARY RESIDENT

AND CAN BE OCCUPIED UP TO 90 DAYS PER YEAR.

THIS ORDINANCE CREATES A SYSTEM TO MONITOR POTENTIAL CONFLICTS AND TOOLS TO ADDRESS THEM WHEN THEY ARISE.

OPERATORS SEEKING TO EXCEED ANNUAL ACCOUNTS THAT WE'VE PUT IN PLACE DURING THIS PROPOSAL CAN APPLY TO UNIT OCCUPANCY AND FOLLOW THAT APPROPRIATE PROCESS THROUGH THE ZONING BOARD OF APPEAL AND/OR THE BOSTON LICENSING BOARD INCLUDING ANY REQUIRED COMMUNITY PROCESS.

REGISTRATIONS ARE REQUIRED TO BE ISSUED TO A SINGLE PERSON RATHER THAN L.L.C. OR A TRUST, AND THEY ARE VALID FOR THE CALENDAR YEAR IN WHICH THE APPLICATION IS SUBMITTED, SO JANUARY TO DECEMBER.

THAT REQUIREMENT IS PUT IN PLACE TO MITIGATE ANY POTENTIAL SWITCHING OF REGISTRATION TO DIFFERENT NAMES TO GET AROUND THAT 90-DAY CAP.

ANY CHANGE TO THAT REGISTRATION DURING THE CALENDAR YEAR WOULD NEED TO BE INDIVIDUALLY REVISED BY THE COMMISSIONER OF I.S.D.

WE ALSO HAVE A REQUIREMENT FOR DATA SHARING FROM PLATFORMS SO THAT WE CAN EFFECTIVELY MONITOR AND ADMINISTER THIS PROGRAM AND CREATE A SYSTEM OF VIOLATIONS. THREE PRIMARY VIOLATIONS FOR ACTUAL SHORT-TERM USES.

OFFERING INELIGIBLE UNITS WOULD SUBJECT AN OPERATOR UP TO A \$300 PER DAY PER VIOLATION FINE. FAILURE TO REGISTER THE SHORT-TERM RENTAL WOULD SUBJECT THE OPERATOR TO A 100 PER DAY PER FINE.

AND FAILURE TO COMPLY OF ANY NOTICES OF VIOLATION WOULD BE AN ADDITIONAL \$100 PER DAY.

ALL THREE CHARGES CAN BE ISSUED SIMULTANEOUSLY AND, LEFT UNPAID, WILL BE SUBJECT TO ATTACHMENT ON PROPERTY TAXES AS A LIEN UNDER JEN LAWS 40U AND SUBJECTS TO FORECLOSURE PROCEEDINGS.

WE FOCUSED ON PRIMARY RESIDENCE RATHER THAN OWNER OCCUPANTS. WE WANTED TO CREATE AN OPPORTUNITY FOR LONG-TERRELL TENANTS TO BE ABLE TO HAVE SOME EXTRA ECONOMIC OPPORTUNITIES BY USING THEIR PROPERTIES WHEN THEY'RE NOT AROUND IN A LIMITED WAY.

OUR 90-NIGHT CAP IS CALCULATED FROM TWO DIFFERENT ANGLES, ONE THROUGH THE PRIMARY RESIDENCY REQUIREMENT WITH A 90-DAY RESIDENCY REQUIREMENT, THAT LEAVES 9-MONTH RESIDENCY REQUIREMENT, 90 DAYS IS LEFT IN THE CALENDAR YEAR FOR UNIT TO BE RENTED WITHOUT THE OPERATOR PRESENT.

WE ALSO DID CALCULATION BASED ON A COMPARISON OF AVERAGE RENTS ACROSS THE CITY AS WELL AS AVERAGE NIGHTLY RATES FOR SHORT-TERM RENTALS FROM STUDIOS ALL THE WAY UP TO FIVE BEDROOMS. THE POINT AT WHICH A UNIT BECOMES MORE PROFITABLE FOR SHORT-TERM RATHER THAN LONG-TERM RENTAL IS 90 DAYS.

SO THE 90 DAY CAP IS A DISINCENTIVE TO DO MORE LONG-TERM COMMERCIALIZED RENTAL USES.

GENERAL OVERVIEW, I WOULD BE HAPPY TO ANSWER QUESTIONS.

I GIVE IT TO BUDDY.

>> I.S.D. ROLE WILL BE THE ENFORCEMENT PIECE OF THIS. THEY WILL CREATE A DATA BASE THAT WILL KEEP TRACK OF THE REGISTRATION OF THE UNITS AS THEY COME ONLINE.

WE'LL BE MANAGING THIS THROUGH OUR HOUSING DIVISION AS WE GO FORWARD.

THERE ARE SOME UNITS THAT ARE EXEMPT FROM THIS PROCESS BY OUR ORDINANCE WHICH WOULD BE LODGING HOUSES, BED AND BREAKFASTS.

IN THOSE UNITS THAT ARE CONTRACTED FOR HOSPITAL STAYS HERE WITHIN THE CITY.

I.S.D. WILL INVESTIGATE ALL COMPLAINTS WITHIN 30 DAYS.

THE APPLICANT IS ENTITLED TO
HAVE A HEARING WITHIN 14 DAYS OF
NOTICE OF VIOLATIONS.

CHRIS HAS OUTLINED WHAT THE
PENALTIES FOR PROCESS WOULD BE,
BUT THIS IS A COOPERATIVE EFFORT
AS WE GO FORWARD.

ALL UNITS WILL HAVE TO BE UP TO
CURRENT CODES, BOTH BUILDING
CODE AND N.F.P.A., THE FIRE
CODE, AS IT GOES FORWARD.

IF THERE ARE THREE OR HOUR
VIOLATIONS, THE UNIT IS NOT
ELIGIBLE FOR THIS PROGRAM.

THERE CAN BE NO OUTSTANDING
VIOLATIONS WHEN THEY ACTUALLY
APPLY FOR REGISTRATION.

OUR INCOME RESTRICTED UNITS ARE
INELIGIBLE FOR THIS.

PROBLEM PROPERTIES ARE
INELIGIBLE FOR THIS.

SO THE INTENTION IS TO USE THIS
TO MAKE SURE THAT ALL UNITS THAT
ARE BEING PUT INTO SH PROGRAM
WILL BE UP TO CODE AND LIFE
SAFETY ISSUES WILL NOT BE AN
ISSUE.

>> THANK YOU, COMMISSIONER.
JUST A COUPLE OF QUESTIONS.
WE'VE ALSO BEEN JOINED BY
COUNCILLORS BAKER AND CIOMMO.
AN OPPORTUNITY FOR MY COLLEAGUES
TO ASK QUESTIONS.

THE DEFINITION OF PRIMARY
RESIDENCE INCLUDES LANGUAGE THAT
SAYS "THE OPERATOR INTENDS TO
LIVE THERE FOR NINE MONTHS" I
THINK THE INTENDS LANGUAGE IS
TOO LOOSIE GOOSIE.

HOW IS THAT GOING TO BE EBB
FORCIBLE WHEN SOMEBODY INTENDS
TO LIVE THERE.

THEY EITHER DO OR DON'T.

>> PROOF WILL BE PROVIDED
THROUGH SIGNING A NEW LEASE.
WHEN YOU SIGN A LEASE THAT
INDICATES A 12-MONTH LEASE, THAT
WOULD BE AN INTENTION TO LIVE
THERE FOR THE NINE MONTHS.
BUT IF THERE'S A BETTER WAY TO
WRITE THAT RANG LANGUAGE, I
WOULD BE HAPPY TO INCORPORATE
THAT?

>> AND BUDDY GIVEN THERE ARE SO

MANY DIFFERENT PLATFORMS AN
BUSINESS MODELS FROM A DATA
COLLECTION AND RECORDKEEPING
PERSPECTIVE AND TRACKING ON THE
ENFORCEMENT SIDE, HOW DOES THE
CITY --

>> THE GOAL IS TO WORK THROUGH
PLATFORMS IN A FORM OF DATA
SHARING SO WE UNDERSTAND WHAT
THEY'RE ACTUALLY LISTING, AND
WE'LL USE THAT AS A
CROSS-REFERENCE TO THOSE WHO
REGISTER WITH US, AND THOSE WILL
BE HIGHLIGHTED AS THE UNITS THAT
GET INSPECTED INITIALLY.

>> AND SIMILAR ORDINANCES IN
OTHER CITIES HAVE BEEN
CHALLENGED AT FEDERAL COURT ON
THE GROUNDS THAT THE ORDINANCES
VIOLATE THE FIRST, FOURTH AND
14th AMENDMENTS OF THE UNITED
STATES CONSTITUTION.

SO WITH THE LANGUAGE IN THIS
PROPOSAL SUBMITTED BY THE
ADMINISTRATION WOULD SURVIVE
CHALLENGES IN U.S. COURT?

>> WE'RE TALKING TO
REPRESENTATIVES FROM AIRBNB
ABOUT OUR ROAMS NOW, SO IT'S
IMPOSSIBLE TO SAY THERE WOULDN'T
BE A CHALLENGE, BUT I THINK
THAT'S SOMETHING THAT WE
PROBABLY COULD EXPECT, BUT I
THINK WE SHOULD PERSEVERE,
REGARDLESS.

>> OKAY, THANK YOU.

TO MY VICE CHAIR, ANY QUESTIONS
AT THIS TIME?

>> I HAVE A COUPLE OF QUESTIONS.
COMMISSIONER, ONE OF MY BIGGEST
CONCERNS IS -- CAN YOU HEAR ME?

>> NO.

ALL RIGHT.

IS THIS BETTER?

>> YES.

LET ME GET CLOSER.

COMMISSIONER, ONE OF THE KERNS I THE CONCERNS I
HAVE IS THIS IS ADDING TO THE
WORK YOU HAVE TO DO AT THE
I.S.D.

THERE ARE ABOUT 13,000 RENTAL
UNITS REGISTERED WITH I.S.D.
THAT I KNOW.

YOU HAVE EXPRESSED THE

INCREDIBLE AMOUNT OF WORK IT
TAKES TO GET THOSE DONE.
SO HERE WE'RE GOING TO HAVE
ADDITIONAL UNITS TO COME ON
BOARD.

HOW DO YOU PROPOSE -- DO YOU
NEED ADDITIONAL RESOURCES?
HOW ARE YOU GOING TO HELP WITH
NOT JUST THE RENTALS BUT ALSO
NOT GOING INTO SHORT TERMS AS
WELL?

>> WE'VE LOOKED AT THE
REGISTRATION FEE WILL OFFSET ANY
COST FOR US TO ENFORCE THIS
PROCESS.

WE'VE PUT TOGETHER SOME
GUIDELINES AND WHAT WE THINK THE
COST WOULD BE AND STAFF IT
APPROPRIATELY SO THERE IS A
FOCUS ON THIS USE.

>> AND I WOULD SAY ALSO THAT THE
ORDINANCE IS DESIGNED SO THAT
MOST OF THIS CAN BE ENFORCED
THROUGH A COMPUTER, THROUGH AN
ANALYSIS OF DATA AND MONITORING
THAT WAY.

SO INCREASE EFFICIENCY FROM THE
PERSPECTIVE OF I.S.D. WITHOUT
ADDING ADDITIONAL BURDEN.

>> SO IF WE DO SCRAPING OF THE
INTERNET SO WE KNOW WHAT UNITS
ARE AVAILABLE, WE LOOK AT OUR
REGISTRATIONS, IF WE SEE
CONFLICTS THERE THIS CAN BE
DEALT WITH FIRST WITH THE
MAILING AND NOTICE TO THE
APPLICANT THAT THEY HAVE TO SHOW
THAT THEY HAVE PROPERLY DEALT
WITH THE ISSUES AS IT COMES
FORWARD.

IT SHOULD NOT BE MAJORLY LABOR
INTENSIVE BUT THERE WILL BE A
PORTION OF STAFF THAT IS
DEDICATED TO THE ACTUAL
INSPECTIONS ON SITE.

>> AND THIS QUESTION IS FOR
CRESS.

I HAVE, JUST IN TERMS OF YOUR
ANALYSIS, YOU MENTION THAT THE
AVERAGE -- THERE'S A
TIPPINGPOINT OF 100 DAYS.
WHAT'S THE AVERAGE YOU FOUND FOR
SHORT-TERM RENTALS?

>> AVERAGE NIGHTLY RATE?

YES.

I BELIEVE \$256 A NIGHT ACROSS ALL DIFFERENT TYPES.

>> SOME HIGHER AND LOWER.

YES.

IT'S AN AVERAGE.

SO THAT MULTIPLIED BY THE 90 DAYS, THAT PUT US A LITTLE OVER \$18,000 THAT A HOST COULD MAKE IN 90 DAYS, WHICH PUTS US AT ABOUT \$1,500 IN RENT ON A MONTHLY BASIS.

I KNOW THAT'S HIGHER THAN A LOT OF PEOPLE ARE ACTUALLY PAYING IN RENT NOW, SO I'M CURIOUS IF THAT 90 DAYS IS AN INCENTIVE TO ENCOURAGE PEOPLE TO RENT ON LONG-TERM LEASE OR NOT.

AND IN YOUR ANALYSIS, DID YOU LOOK AT 60 DAYS OR 30 DAYS?

>> WE LOOKED AT PERIODS FROM 30 ALL THE WAY UP TO 365 AND BRACKETS OF 30 DAYS.

SO \$284 IS THE AVERAGE DAILY RATE ACROSS THE WHOLE SYSTEM.

>> 284.

AT 120 DAYS, \$284, THAT'S \$34,120 A YEAR, COMPARED WITH A CITY-WIDE AVERAGE RENT OF \$2,900 A MONTH OR \$34,000 A YEAR.

ROUGHLY THE SAME AT 120 DAYS WHICH IS WHY WE SET IT BACK TO 90 DAYS TO LIMIT THAT.

>> DID YOU SAY THE CITY-WIDE AVERAGE RENT WAS \$2,900?

>> ACROSS STUDIOS TO FIVE-BEDROOMS, YES.

>> I SEE A LOT OF WHAT UH YOU'RE DEALING WITH IN TERMS OF THE LICENSING AND THE VIOLATIONS, AND I'M CURIOUS, A LOT OF THAT FALLS ON THE HOSTS IF THEY'RE VIOLATING, IF THEY HAVE PAST VIOLATIONS.

BUT I'M REALLY WONDERING IF YOU SHOULDN'T BE PUTTING MORE ON THE HOSTING OR THE LISTING COMPANIES IN TERMS OF IF THEY WERE TO GET -- IF THEY WERE FOUND TO BE LISTING NON-LICENSED FOCUS, IF THEY'RE FOUND TO BE IN ANY FORM OF VIOLATION, IS THERE PUSHBACK THE CITY CAN GIVE THEM AS OPPOSED TO PUTTING IT ALL ON THE

SHOULDERS OF THE HOST?
>> WE'VE RUN INTO CHALLENGES.
WE'RE TRYING TO ENFORCE THAT ON
THE PLATFORM SIDE.
WE'VE SEEN THAT IN OTHER CITIES
AND STATES THAT PUT STATEWIDE
REGULATIONS IN PLACE ON
PLATFORMS THAT THE PLATFORM IS
MERELY ACCOMPLISHING INFORMATION
FROM A HOST TO A RENTER, SO
THEY'RE NOT ACTUALLY THE
RESPONSIBLE PARTY.
THE ARGUMENT IS THEY'RE NOT THE
RESPONSIBLE PARTY FOR THE
CONTENT OF WHAT PEOPLE HOST ON
THEIR WEB SITE.
>> WE ALSO USE THE PRIMARY
OWNER-OCCUPANT AS THE PERSON
RESPONSIBLE FOR THE PROJECT
BECAUSE THEY HAVE TO BE A
WILLING PARTNER INTO THIS
ARRANGEMENT, AND WE HAVE FOUND
THROUGH I.S.D.'S ENFORCEMENT, WE
GET THE ABSOLUTE BEST RESULTS
WHEN WE GO TO THE PERSON
ULTIMATELY RESPONSIBLE FOR THE
PROPERTY.
>> HERE'S THE ACTUAL FINAL.
YOU'VE MENTIONED THERE IS 2,000
UNITS BEING RENTED MORE THAN 200
SOME-ODD DAYS.
WHEN YOU DID YOUR ANALYSIS, DID
YOU AT ALL LOOK AT IF YOU WERE
LIMITING NOT JUST THE DAYS BUT
THE ACTUAL OWNER-OCCUPANTS?
IF YOU WERE TO LIMIT IT TO
OWNER-OCCUPANTS, HOW MANY UNITS
WOULD WE BE SAVING?
>> I DIDN'T DO THAT ANALYSIS.
DID YOU?
>> THE DATA WE USED TO RUN THE
ANALYSES DIDN'T HAVE ENOUGH
INFORMATION TO SEPARATE THE
UNITS OUT BETWEEN OWNER OCCUPIED
AND NON-OWNER OCCUPIED, SO IT'S
A LITTLE DIFFICULT TO PROJECT
THAT ON TO WHAT WE ALREADY HAD
AS FAR AS OUR DATA CLEANLINESS.
IF WE LOOK AT TWO-THIRDS OF THE
UNITS IN THE CITY ARE NON-OWNER
OCCUPIED.
CITYWIDE, THAT'S ABOUT AS
DETAILED AS WE CAN GET IN TERMS
OF WHAT WE HAD FOR INFORMATION.

>> ALL RIGHT, THANK YOU.
THANK YOU, COUNCILLOR.
WE'VE ALSO BEEN JOINED BY MY
COLLEAGUE ESSAIBI-GEORGE.
CHAIR RECOGNIZES COUNCILLOR
ZAKIM STEPPED OUT, COUNCILLOR
FLYNN, ANY QUESTIONS OF THE
PANEL AT THIS TIME?
>> I HAVE ONE, COMMISSIONER.
WHAT IS THE BIGGEST CONCERN YOU
HAVE AS IT RELATES TO PUBLIC
SAFETY, FIRE CODES, BUILDING
CODES?
I KNOW YOU MENTIONED LIFE SAFETY
ISSUES.
HOW CAN WE WORK TOGETHER -- I
KNOW YOU HAVE A GREAT
RELATIONSHIP WITH THE FIRE
DEPARTMENT -- HOW CAN WE WORK
TOGETHER TO MAKE SURE PUBLIC
SAFETY IS ALWAYS A TOP PRIORITY
AS WE DISCUSS THIS ISSUE?
>> THANK YOU, COUNCILLOR.
PUBLIC SAFETY IS ALWAYS OUR
PRIOR CONCERN.
EACH UNIT WILL HAVE OCCUPANCY ON
THREE UNITS OR MORE.
THE PRESCRIPTIVE RESPONSE IS
BEFORE THE OCCUPANCY PERMIT CAN
BE ISSUED, BEFORE THEY ARE
ALLOWED TO USE IT FOR ANY KIND
OF RESIDENTIAL LEVERAGE, THEY
HAVE TO MEET THE CURRENT CODES
AS WE GO FORWARD.
SO I'M VERY COMFORTABLE THAT,
FOLLOWING THAT STATUTE AND THE
FACT THAT WE'RE GOING TO LIMIT
THE ABILITY FOR ANYONE WHO HAS
AN OUTSTANDING VIOLATION TO JOIN
THIS PROGRAM, WE FEEL THAT WILL
PROVIDE A SAFE ENVIRONMENT FOR
RESIDENTS.
>> THANK YOU.
CHAIR RECOGNIZES COUNCILLOR
MICHELLE WU.
>> GOOD MORNING.
THANK YOU TO THE THREE OF YOU
FOR ALL OF YOUR WORK.
I KNOW YOU HAVE BEEN SPENDING A
LOT OF HOURS ON THIS AND A LOT
OF RESEARCH.
AND WHAT I REALLY APPRECIATE
THAT THE ORDINANCE IS, YOU KNOW,
NOT JUST THAT THE MAYOR IS

TAKING THIS REALLY SERIOUSLY AND TAKING AN ACTION TO ADDRESS AN ISSUE THAT'S IMPORTANT, BUT ALSO RECOGNIZING THROUGH THE LANGUAGE THERE ARE VERY DIFFERENT LISTENERS INVOLVED IN TERMS OF THE AIRBNB PLATFORM.

I WOULD LIKE TOMAKE CLEAR WHAT TYPE OF LISTINGS I WOULD HOPE TO ERADICATE AND WHICH ONES ARE FINE.

I WOULD LIKELY SPEAK FOR SOME OF MY COLLEAGUES AS WELL IN SAYING WE WANT LONG-TERM RESIDENTS OF BOSTON TO BE ABLE TO STAY IN BOSTON AND IN THEIR HOMES AND UNDERSTAND AIRBNB AND SIMILAR PLATFORMS PROVIDE AN EXTRA INCOME SOURCE TO ALLOW PEOPLE TO DO THAT AND TO HELP MAKE THOSE MORTGAGE PAYMENTS.

HOWEVER, I ALSO HEAR FROM ALL DIFFERENT SOURCES ACROSS THE CITY FROM FABS, THINGS HAPPENING IN THE NEIGHBORHOODS, OR DEVELOPERS WHO ARE SEEING THIS OR BANKERS OR FOLKS IN REAL ESTATE BROKERAGES THAT THERE ARE MANY EXAMPLES OF LOOPHOLES BEING USED TO TAKE ADVANTAGE OF AIRBNB TO GET AROUND CURRENT ZONING AND PROFIT COMMERCIALLY AT THE EXPENSE OF LONG-TERM RESIDENTS. SO WHAT I HOPE TO ERADICATE WITH AN ORDINANCE OR LEGISLATION IS THE PRACTICE OF PEOPLE BEING ABLE TO TAKE OUT MULTIPLE LEASES -- YOU KNOW, SOMEONE SIGNING FIVE DIFFERENT LEASES, USING FOUR FOR AIRBNB AND ONLY LIVING ONE PLACE.

COMPANIES TAKING WHOLE BUILDINGS, PURCHASING THE ENTIRE BUILDING AND INTENDING TO USE SHORT-TERM RENTALS TO TURN IT INTO A DE FACTO HOTEL OR FLOORS OF BUILDINGS.

I THINK WE'RE SEEING THIS NOW WITH NEW DEVELOPMENTS, FENWAY, OTHER PLACES ACROSS THE CITY WHERE THE DEVELOPER WILL BUILD IT AND THEN LEASE MULTIPLE FLOORS OR THE ENTIRE THING OVER TO A COMPANY THAT THEN USES

AIRBNB.

SO THAT'S KIND OF THE FRAMEWORK.
GIVEN THAT WHY SHOULD WE AT ALL
HAVE AN INVESTOR UNIT
CLASSIFICATION ALLOWED?

>> THE INVESTOR UNIT
CLASSIFICATION SORT OF ATTEMPTS
TO INCORPORATE THE CURRENT
OPERATION OF THE CORPORATE
HOUSING PROVIDERS OR LONGER-TERM
STAYS THAT ARE NON-HOTEL STAYS,
I GUESS.

SO A FURNISHED APARTMENT RENTAL
THAT MIGHT BE FOR A COUPLE OF
NIGHTS OR WEEKS, FEWER THAN 30
DAYS, TRY TO ALLOW THAT TO
OPERATE.

THAT CONCEPT'S BEEN AROUND FOR
QUITE SOME TIME.

WE CONSIDERED THAT AN INVESTOR
UNIT JUST UNDER THIS CATEGORY,
BUT THAT WAS ONE OF THE BIGGEST
CHALLENGES WE FACE IN DEVELOPING
THE POLICY WAS TRYING TO FIT A
THIRD CATEGORY IN AN APPROPRIATE
MANNER.

SO BALANCING THAT WITH A 90-DAY
CAP ON THOSE WE THOUGHT WOULD BE
MOST APPROPRIATE HERE.

>> MY WORRY FOR -- I UNDERSTAND
THE SEPARATE INDUSTRY, AN IT'S
ONE THAT IS NOT -- TO YOUR
RESEARCH IS NOT NECESSARILY
CANNIBALIZING THE REST OF THE
LONG-TERM HOUSING, SO CORPORATE
SHORT-TERM STAYS ARE DIFFERENT
FROM CORPORATIONS RUNNING HOTELS
OTHER CITIES TRIED TO ADDRESS
THIS BY PUTTING A MINIMUM.
DO YOU HAVE ANY THOUGHTS FROM
YOUR RESEARCH?

>> IT'S NOT SOMETHING WE'VE
DISCUSSED IN DETAIL FROM THE
ADMINISTRATION'S PERSPECTIVE.

>> SO THE CALCULATIONS MAKE
SENSE IN TERMS OF CALCULATING
AVERAGE NIGHTS, AVERAGE AMOUNT
CHARGED PER NIGHT, NUMBER OF
NIGHTS AND COMPARING THAT TO
WHAT THE AVERAGE RENTS ARE
CITYWIDE, BUT MY TWO CONCERNS
ARE RENTS ARE KIND OF A MOVING
TARGET YEAR TO YEAR AND IF WE'RE
SETTING IT AS THE CUTOFF OF THIS

YEAR, WHO KNOWS, AS THE PRESSURE CONTINUES TO GROW, WHAT IF AMAZON -- SO THERE COULD BE MAJOR CHANGES THAT WOULD DRAMATICALLY EFFECT WHAT THE CUTOFF WOULD BE AND WE WOULD AT LEAST HAVE A TREMENDOUS CUSHION AND BE SURE WE ARE STARTING CONSERVATIVELY AND LEAVING ROOM. BUT AVERAGING THE PRICE OF A NIGHT'S AIRBNB OR SHORT-TERM RENTAL ACROSS THE ENTIRE YEAR SKEWS THINGS A BIT BECAUSE BOSTON IS MUCH MORE ATTRACTIVE IN CERTAIN MONTHS THAN OTHERS. SO I WOULD BE CURIOUS AS TO HOW MUCH THE DIFFERENCE IN LISTING PRICE VARIES FROM FEBRUARY TO JULY, FOR EXAMPLE, BECAUSE MY SENSE IS THAT -- AND ALSO THE AVERAGE LENGTH OF STAY OF SOMEONE USING AIRBNB.

IF SOMEONE -- IF SOME OF THE COMPANIES ARE FINDING IT WORTH IT TO BUYING AN ENTIRE UNIT AND BUILDING AND USING IT JUST ON THE WEEKENDS WHEN YOU'RE GOING TO HAVE THE MOST INTEREST AN HIGHEST DEMANDS, IF THEY CAN MAKE IT WORK FOR 45 WEEKENDS OUT OF 52 OF THE YEAR, THAT'S THE 90-DAY CAP RIGHT THERE AND WE'RE TALKING ALMOST THE ENTIRE YEAR. SO I WORRY -- I WANT TO BE VERY SPECIFIC IF WE'RE GOING TO USE IT, USE THE DATA AND BUILD IT FROM THAT PERSPECTIVE, IF SOMEONE WERE TO SEASONALLY CHOOSE THEY ARE 90 DAYS OR HOWEVER MANY DAYS, HOW COULD THEY MOST STRATEGICALLY DO IT THAT IT'S STILL MAKING IT WORTH KICKING OUT THE TENANT.

MY BELIEF IS WE SHOULD START WITH NO-INVESTOR UNIT WHATSOEVER AND SEE HOW IT GOES FROM THERE.

(APPLAUSE)

BECAUSE I THINK, IF YOU COMPARE THE CURRENT ZONING AND WE HAD MENTIONED A ROUTE FOR SOMEONE WHO WANTS TO CONTINUE USING AIRBNB AS A RESIDENT AND OWNER OCCUPANT TO CHANGE THAT BUILDING'S OCCUPANCY TO LODGING,

HOUSE, BED AND BREAKFAST,
ET CETERA.
THOSE ARE BUILT INTO OUR ZONING
CODE.
SO THERE ARE CERTAIN PARTS OF
THE CITY WHERE THAT'S OKAY AND
CERTAIN PARTS WHERE IT'S NOT.
RIGHT NOW, WE'RE STILL LEAVING
HUGE LOOPHOLES OPEN.
SO COULD YOU JUST GO INTO A
LITTLE MORE DETAILS ON WHAT THE
CATEGORIES ARE THAT LET'S SAY
SOMEONE OWNS A BROWN STONE ON
THE SOUTH END, THEY LIVE IN ONE,
THERE ARE TWO OTHERS.
IF THEY WANTED CHANGE THE OTHER
TWO TO AIRBNB BY OCCUPANCY, HOW
WOULD THEY DO THAT?
>> THEY WOULD HAVE TO GO THROUGH
A VARIANCE PROCESS.
THERE IS A NORMAL PROCESS TO
DEFINE THAT AS WE GO FORWARD.
THE WAY IT'S USED IS ALSO
DEFINED WITHIN THE ZONING CODE.
THAT'S THE REASON WE EXEMPTED
THOSE, AS ALSO WITH HOSPITAL
STAYS, SO THAT WE DON'T, YOU
KNOW, MAKE MORE UNCOMFORTABLE A
PERSON WHO'S DEALING WITH A BAD
ISSUE.
I THINK YOUR CONCERNS ARE REAL
ONES AND WE HAVE BEEN DISCUSSING
THOSE AND TRYING TO FIGURE IT
OUT.
IT IS OUR GOAL THROUGH WORKING
SESSIONS TO FINALIZE THIS OUT.
WE FELT THE FRAMEWORK PRESENTED
AND CHRIS HAS DONE YEOMAN'S WORK
IN THE PAST FEW YEARS, PUTTING
THIS TOGETHER, SO WE THINK THIS
IS A GOOD FRAMEWORK TO START THE
DISCUSSION TO PUT THE FINITES
IN.
THE VARIABLES IN THE MARKETS
THAT COULD BE ADDRESSED, THE
RATES VISIT OPENED AN ANNUAL OR
SEMIANNUAL BASIS SO WE CANMAKE
SURE THAT WE'RE ALWAYS IN LINE
WITH WHAT'S ACTUALLY GOING ON IN
THE MARKETPLACE.
>> GREAT, I KNOW, AS A
CONVERSATION I'VE HAD WITH
CHRIS, HE'S BEEN WONDERFUL ABOUT
SAYING WE'VE DONE ALL THIS

RESEARCH.

THIS IS AN OPEN CONVERSATION,
SO, YOU KNOW, WE HAVE A LOT OF
FOLKS INTERESTED IN HOPPING IN
THE CONVERSATION WITH US.

ONE MORE QUESTION -- ONE MORE
SET OF QUESTIONS ON AIRBNB AND
HOW -- OR ALL THE PLATFORMS AND
HOW THEY HAVE BEEN RECEPTIVE TO
NEGOTIATIONS OR CONVERSATIONS.
I KNOW, AS THEY HAVE WORKED WITH
OTHER STIES ACROSS THE COUNTRY,
THEY -- YOU KNOW, AS A PORTION,
WILL SHAREHOLDERS PUSH FOR ALL
THEY CAN GET WITH EACH CITY, HOW
HAVE THEY BEEN WITH BOSTON?

>> SEVERAL DIFFERENT PLATFORMS
HAVE TRIED TO ENGAGE WITH AS
MANY AS WE CAN FIEND.

REALLY RUNS THE SPECTRUM OF WHAT
THE INTEREST OF DIFFERENT
COMPANIES ARE.

THEY DO OFFER DIFFERENT TYPES
MODIFILES, SO EACH ONE -- OF
MODELS SO EACH ONE HAS THINGS
THEY LIKE AND DON'T LIKE WITHIN
THE ORDINANCE.

I THINK THAT INDICATES A
BALANCED APPROACH TO IT.

NOT EVERYBODY IS HAPPY WITH
EVERY PIECE OF IT, BUT GENERALLY
FOLKS FAVOR PUTTING IN SOME SORT
OF REGULATION, WHATEVER THE
FINAL INCOME IS THROUGHOUT OUR
PROCESS.

>> HAVE YOU ASKED THEM TO DO,
FOR EXAMPLE, WHAT THEY HAVE BEEN
REQUIRED TO DO THROUGH THE COURT
SETTLEMENT IN SAN FRANCISCO IN
TERMS OF HAVING THE BURDEN ON
OUTREACHING TO ABUTTERS, SHARING
INFORMATION ALL THE WAY?

>> NOT YET BUT THAT'S CERTAINLY
SOMETHING TO EXPLORE.

>> GREAT.

I GUESS MY SUMMARY FROM WHAT WE
HAVE BEEN TALKING ABOUT, I THINK
IT MAKES SENSE THAT YOU ALL WANT
TO TRY TO FIND A WAY TO WORK
THIS CORPORATE SHORT TERM STAY
IN HERE IN THAT MANY OF THE
RESIDENTS WHO ARE USING AIRBNB
NOW DON'T SEEM LIKE THEY HAVE TO
WORRY BECAUSE EITHER THEY WILL

BE ALLOWED UNDER THE APARTMENT SHARING PROVISION TO DO IT AS MANY DAYS OUT OF THE YEAR AS THEY WANT OR UNDER THE ENTIRE UNIT SHARING TO DO IT UP TO 90 DAYS, OR IF SOMEONE IS OWNER OCCUPANT IN A BUILDING THAT THEY COULD GO THROUGH THE LICENSING PROCESS FOR CONVERTING TO AN ACTUAL BED AND BREAKFAST AND CONTINUE TO USE AIRBNB AS A PROCESS BY WHICH THEY RENT THE UNITS ONCE OCCUPANCY IS GRANTED, RIGHT.

>> YES.

SO EVERYTHING ELSE, I THINK THE REST OF THE INVEST UNIT LOOPHOLES, I THINK, SHOULD BE CLOSED AND THERE WILL BE A GOOD WAY TO DO THAT THROUGH WORKING SESSIONS.

>> WE HAVE BEEN JOINED BY CITY COUNCIL PRESIDENT ANDREA CAMPBELL.

TIM McCARTHY HAS A COUPLE OF QUESTIONS.

>> (INAUDIBLE).

-- THE ENFORCEMENT SIDE OF THIS IS GOING TO BE A CHALLENGE REGARDLESS.

WE HAVE MARIJUANA COMING IN TOWN NOW.

WE HAVE TO WORRY ABOUT THAT. WE HAVE AIRBNB AND ALL OF THE PLATFORMS.

THERE'S JUST A LOT AT PLAY, COMMISSIONER.

SO AS WE ENTER THE BUDGET SEASON AND WE ENTER THESE WORKING SESSIONS, I WANT TO MAKE SURE THAT INSPECTIONAL SERVICES DEPARTMENT IS STAFFED PROPERLY BECAUSE, IF WE WORK THROUGH THESE WORKING SESSIONS AND PUT IN THE HUNDREDS OF HOURS LIKE CHRIS AND YOU HAVE ALREADY DONE, TO HAVE A GREAT POLICY THAT MOST PEOPLE CAN BELIEVE IN OR WE CAN ENFORCE IT, THEN IT'S NOT WORTH THE PAPER IT'S WRITTEN ON.

SO WE NEED TO MAKE SURE WE'RE STAFFED PROPERLY.

>> THANK YOU, COUNCILLOR.

AND WE DID SPEND A LOT OF TIME

TALKING ABOUT THE ENFORCEMENT
PIECE BECAUSE AS YOU CORRECTLY
STATED, IT'S GREAT TO HAVE A
POLICY, BUT IF WE CAN'T ENFORCE
IT IT DOESN'T MEAN NEG.

THE TEAM HAS IDENTIFIED THAT
SITUATION AND THAT'S WHERE THE
DEVELOPMENT OF THE REGISTRATION
PIECE OF IT COMES FROM SO THAT
WE THINK WE CAN ACTUALLY STAFF
THIS PROPERLY SO WE CAN ADDRESS
IT.

THE BIGGEST PIECE ABOUT IT IS
WE'RE GOING TO USE THE INTERNET
AND TECHNOLOGY.

PART OF THE TEAM THAT WOULD BE
PUT TOGETHER IS MADE UP OF A
COUPLE OF ANALYSTS THAT THEIR
PRIMARY JOB IS GOING TO BE TO
GET THE INFORMATION SO WE GET
QUALIFIED LISTS SO THE
INFORMATION WE USE ARE
OPTIMIZED.

>> QUESTIONS COUNCILLOR BAKER?
GOOD MORNING.

A COUPLE OF THINGS -- AND I
EJUST WANT TO -- AND I JUST WANT
TO ADD, AS A POINT, IN SOME OF
MY NEIGHBORHOODS, THIS CAN BE
SEEN AS MAYBE THERE IS AN
OPPORTUNITY AS NOT MANY PEOPLE
ARE BREAKING DOWN THE DOOR FROM
AROUND THE COUNTRY OR THE WORLD
LOOKING TO COME TO DORCHESTER.
SO JUST TO LOOK AT WHAT'S
HAPPENING AROUND MY NEIGHBORHOOD
POTENTIALLY COULD TAKE SOME
BUSINESS OFF OF MY STREETS, OFF
OF DORCHESTER AVE, WHEREVER
ANYBODY IS DOING BUSINESS.
SO I WOULD BE HESITANT TO GET
INTO SOME OF THESE THINGS.
BUDDY, YOU TALKED A LITTLE BIT
ABOUT GOING THROUGH THE PROCESS
TO GET A VARIANCE TO ACTUALLY
MAKE AN OFFICIAL AIRBNB.
RUN US THROUGH THE PROCESS.
BECAUSE AIRBNBs AND LODGING
HOUSES, WE DON'T TYPICALLY ALLOW
THEM.

>> RIGHT.

SO ARE WE GOING TO CHANGE THE
WAY WE'RE THINKING ABOUT THINGS
OR --

>> COUNCILLOR, WE'RE LOOKING AT FOLLOWING THE NORMAL VARIANCE PROCESS WHERE AN APPLICANT WOULD COME IN AND APPLY FOR THE CHANGE OF VIEWS.

THEY WOULD RECEIVE WITHIN 27 DAYS A DENIAL LETTER FROM INSPECTIONING SERVICES FROM WHICH THEY WOULD FOLLOW UP WITH THE NORMAL VARIANCE PROCESS WHICH REQUIRES THAT THEY ALIE FOR THE VARIANCE.

OFFICES OF NEIGHBORHOOD SERVICES NOTIFIED.

THERE HAS TO BE A 20-DAY PUBLIC NOTICE PERIOD WHERE I.S.D. IDENTIFIES ABUTTERS WITHIN 20 YARDS OF THE HOUSE AND NEWSPAPER ARTICLES, IT WOULD BE SUBJECT TO A COMMUNITY MEETING TO THE NEIGHBORS AND RESIDENTS CAN HAVE INPUT AS WELL AS THE ELECTIVES.

IT WOULD GO BEFORE THE ZONING BOARD OF APPEALS FOR THEIR HEARING, AND THEY WOULD MAKE THEIR DECISION.

AFTER THAT, THERE IS ANOTHER 20-DAY PUBLIC APPEAL PERIOD WHERE ANY RESIDENT OF THE CITY CAN CHALLENGE THE DECISION.

IT'S REVISITED.

AFTER THE 20-DAY PERIOD,ETTES ALLOWED TO GO FORWARD.

EVEN AT THAT POINT THERE'S A JUDICIAL PROCESS WHERE THE RIGHT OF THE BOARD TO GIVE THAT VARIANCE CAN BE CHALLENGED.

SO IT'S A NORMAL ZONING VARIANCE PROCESS, AND THAT CAN TAKE UP TO ABOUT THREE OR FOUR MONTHS.

>> OKAY.

AND YOU WOULD NEED -- I WOULD THINK YOU WOULD NEED EXISTING PLANS.

SO YOU'RE LIVING IN A 100-YEAR-OLD THREE-DECKER, WANT TO RENT THE FIRST FLOOR, YOU WILL NEED PLANS, YOU'RE TALKING \$5,000 TO \$7,000 THERE.

>> DEPENDS ON THE ARCHITECT. UPWARDS OF THAT JUST TO GET EXISTING PLANS.

>> YOU WOULD HAVE TO FOLLOW THE

NORMAL PROCESS TO INDICATE THE BUILDING IS UP TO THE CURRENT LIFE SAFETY STANDARDS.

THERE NIECE COMPROMISE AS PART OF THAT.

IF YOU'RE GOING INTO A BUSINESS VENTURE THERE ARE CERTAIN ENCUMBRANCES YOU HAVE TO ABSORB TO MAKE IT WORK.

WE HAVE NO DESIRE TO COMPROMISE THE LIFE SAFETY ISSUES AND WE HOLD THAT AS A VERY HIGH BAR.

>> OKAY.

I DON'T KNOW IF IT WAS YOU OR CHRIS TALKED ABOUT RENTING TENANTS.

SOMEONE RENTS FROM ME AND THEN THEY ARE ABLE TO BE PART OF THIS PROGRAM HERE, LIKE A SINGLE TENANT?

ARE WE ASKING THEM TO PROVIDE LIKE SOMETHING FROM A LANDLORD THAT SAYS THE LANDLORD IS OKAY WITH IT?

>> SO DURING THE REGISTRATION PROCESS, THEY WOULD HAVE TO CERTIFY THAT THEY HAVE THE PERMISSION OF THE OWNER. IF THEY APPLY AND INDICATE THAT FRAUDULENTLY, THAT WOULD BE A VIOLATION OF THE ORDINANCE, AND SUBJECT THEM TO DAILY FUNDS WITH THE LIABILITY ON THE HOST.

>> WHAT'S YOUR DEPARTMENT BUDGET.

>> OVERALL?

YEAH.

20 MILLION.

AND WHAT DO YOU GENERATE A YEAR, I.S.D.?

>> ABOUT 60 MILLION.

ND TIM SAID ET AND COUNCILLOR EDWARDS SAID IT, YOU GUYS ARE OVERWORKED, YOU DON'T HAVE ENOUGH PEOPLE OVER THERE, AND WE'RE GOING TO ADD MORE TO YOUR PLATE AND PROBABLY SQUEEZE YOU --

>> WE'RE UPO THE TASK.

OKAY.

I REALLY DO HAVE TO RECOGNIZE TO THIS COMMITTEE, WE DISCUSSED ENFORCEMENT IN GREAT DETAIL, SO IT'S NOT GOING TO BE SOMETHING

THAT'S THE AFTERTHOUGHT, IT'S PART OF THE WHOLE DEVELOPMENT.
>> CHRIS SAID WE'RE GOING TO ENFORCE THIS WITH THE COMPUTER. MAYBE ASPECT YOU CAN ENFORCE WITH COMPUTERS.
CAN YOU EXPLAIN TO ME HOW WE'RE GOING TO ENFORCE, LIKE, YOU KNOW, GOING INTO PEOPLE'S -- HOW -- EXPLAIN THAT COMMENT, HOW WILL WE ENFORCE THAT WITH THE COMPUTER.
>> THERE ARE TWO PARTS.
FIRST IS TO ANALYZE THE DATA. THE INFORMATION SHARED WITH US ON THE OTHER PLATFORMS IN THE INFORMATION SHARING FORMATS, THAT BASED ON COMPLAINTS WILL GIVE US A LIST OF PROPERTIES WE THINK ARE IN NONCOMPLIANCE. THE ANALYTICAL PART WILL PRODUCE THE LIST OF THE UNITS TO BE LOOKED AT WITH PRIORITY.
>> AND WOULD THAT BE CROSS-REFERENCED WITH THE PLATFORMS THAT ARE ACTUALLY RENTING?
THOUSAND DO WE DO THAT?
>> THAT'S WHAT THE GOAL IS, YES. THAT IS SUPPOSED TO BE A COOPERATIVE EFFORT.
>> AND THAT I.T. ASPECT OF IT WILL BE THROUGH YOUR DEPARTMENT, BUDDY?
>> WELL, THE PROGRAM WE'RE DOING WILL BE THE ONES TO HELP US DEVELOP IT AND MANAGE IT. WE WILL BE THE END USERS OF THAT DATA.
>> YEAH, AND I THINK, FOR YOU, SHEILA, I THINK IF I WAS LIVING IN A 15-UNIT CONDO UNIT, I WOULDN'T THINK I WOULD NECESSARILY WANT AN AIRBNB THERE.
CAN CONDOS GO AT THIS?
(APPLAUSE)
I HONESTLY THINK THAT WILL BE A MORE EFFICIENT WAY TO GO AFTER THIS.
>> SOME CONDO ASSOCIATIONS ARE NOT ALLOWING AIRBNB IN THEIR BUILDINGS.
>> YEAH.

AN THAT'S COMMON, AND WE CERTAINLY WANT TO HELP REINFORCE THAT, BUT NOT ALL BUILDINGS HAVE THAT REGULATION, AND SOME RIGHT NOW -- WE HEAR ABOUT IT ALL THE TIME, AND I'M SURE YOU DO, TOO, WHERE WHOLE BUILDINGS IN NEIGHBORHOOD -- NORTH END, CHINATOWN -- EVERY UNIT IS AIRBNB EVERY NIGHT, AND THAT'S WHAT WE REALLY WANT TO STOP.

>> SO TO SPEAK TO MY INITIAL POINT, THE NORTH END IS FAR DIFFERENT FROM THE WAY DORCHESTER IS AND ROXBURY AND MATTAPAN.

I MEAN, ENG WE RUN THE RISK -- WELL, WE'LL GET INTO THAT DURING THE WORKING SESSIONS.

I HEARD AN INTERESTING POINT, SHEILA, MAYBE YOU CAN SPEAK TO THIS FOR ME, BECAUSE ONE OF THE COMPLAINTS I HEARD, YOU KNOW,, INK BLOCK HAS HOW MANY NUMBER OF UNITS THAT ARE JUST AIRBNB.

IS IT TRUE IT CAN ACTUALLY BE USED AS A WAY TO -- YOU KNOW, WHEN A BIG DEVELOPMENT IS COMING ONLINE, THEY MAY NOT HAVE EVERYTHING RENTED, IS THIS A TOOL THEY HAVE USED TO BE ABLE TO GET TO THE BANK AND BE ABLE TO GET C.O.s AND GET THESE PLACES UP AND RUNNING?

>> NOT HAVING ABOUTIZED THE FINANCING OF INK BLOCK, I CAN'T SPEAK TO THAT?

>> DOES THAT SOUND LIKE SOMETHING THAT WILL BE HELPFUL TO US, TRYING TO FINANCE THE PROJECTS?

>> WE KNOW SOME OF THE LARGER, NEW APARTMENT COMPLEXES HAVE A FAIR NUMBER OF AIRBNB IN THEM. BUT I WILL ALSO SAY WHEN DEVELOPERS SOME BEFORE THE BOSTON B.P.D.A., THE DEVELOPERS ARE NOT DISCLOSING THAT THEY ARE DEVELOPING A RENTAL BUILDING WITH THE COMPONENT OR PERCENTAGE OF AIRBNB UNITS OR SHORT-TERM RENTAL UNITS.

SO THEY MAY BE USING IT, BUT THAT HASN'T BEEN FULLY DISCLOSED

OR DISCUSSED.

>> IS THERE A WAY AT THAT POINT
IN PLANNING IF MOST OF THOSE
BUILDINGS ARE GOING THROUGH
ARTICLE 80, WOULD THAT BE
ANOTHER POINT TO SPEAK TO THAT?

>> PERHAPS, BUT I THINK IT STILL
DOESN'T GET AT THE POINT WHICH I
MADE EARLIER THAT WE REALLY NEED
RESIDENTIAL UNITS TO BE FREED UP
TO HOUSE BOSTON RESIDENTS.

>> OKAY.

(APPLAUSE)

YEAH, AND AGAIN, SOMETIMES WITH
OUR LEGISLATION, WE TEND TO
INTERRUPT THE SMALL GUY, AND THE
LARGE GUY CAN KEEP OPERATING
WITH THE 90 DAY.

THAT SETS US UP PERFECTLY TO
RENT FOR THREE MONTHS IN THE
SUMMERTIME AND THEN IT'S STUDENT
HOUSING AFTER THAT.

>> THAT'S WHY WE'RE PROPOSING
THAT EVERYONE HAVE THE
OPPORTUNITY TO RENT, TO USE
SHORT-TERM RENTALS FOR A SMALL
PIECE OF THE YEAR, BUT PRIMARILY
THEIR BUSINESS SHOULD BE RENTAL
HOUSING.

>> OKAY, THANK YOU MR. CHAIR.
CHAIR RECOGNIZES COUNCILLOR
CIOMMO.

>> THANK YOU MR. CHAIRMAN.
JUST AN INITIAL LOOKING AT OUR
CITIES, THERE ARE SEVERAL CITIES
THAT ONLY HAVE HOST SHARING.
SO YOU HAVE TO BE AN
OWNER-OCCUPANT, AND YOU KIND OF
TALKED OVER, LIKE, NAH, THAT
DOESN'T REALLY WORK.

SO CAN YOU TELL ME THE PIT FALLS
OF JUST HAVING THE HOST SHARING,
AGAIN TO COUNCILLOR WU'S POINT,
WHY DO WE HAVE THAT CATEGORY AT
ALL?

BECAUSE WE'RE JUST INVITING
FOLKS TO LEAVE UNITS VACANT.
YOU KNOW, I THINK I CAN MAKE
MORE THAN MY \$22,000 A YEAR RENT
BY DOING IT PART-TIME, THAT'S A
BAD INCENTIVE FOR ME OR FOR
ANYONE.

SO CAN YOU TELL ME WHAT THE PIT
FALLS ARE FOR NOT JUST HAVING A

HOST SHARING?

WHICH I THINK AIRBNB WAS THE ORIGINAL INTENTION, AND NOW IT'S GONE TO THE EXTREME OF, YOU KNOW, VACATING APARTMENTS AND RENTING THEM OUT AS HOTEL ROOMS, BASICALLY.

>> I THINK IT TIES BACK TO THE FACT THAT THE FAST MAJORITY OF THE PROPERTY IN THE CITY IS NOT OWNER OCCUPIED, RIGHT?

SO WE HAD TWO-THIRDS OF OUR LONG-TERM RESIDENTS ARE ACTUALLY TENANTS, SO THIS SORT OF GIVES THEM THE OPPORTUNITY TO TAKE ADVANTAGE OF THE BENEFITS OF USING SHORT-TERM RENTALS IN ADDITION TO THE OWNER OCCUPANTS. SO --

>> SO GIVING TENANTS THE RIGHT TO SUBLET, BASICALLY?

>> EXACTLY.

SO HOW DO WE PREVENT THEM FROM RENTING A WHOLE APARTMENT AND LEAVING IT VACANT? AND HOW ARE WE GOING TO MONITOR THEIR 90 DAYS? OVER 90 DAYS.

>> ANY LEASE AGREEMENT A TENANT FINDS THAT PROHIBITS THE SUBLEASING FOR A PERIOD OF 30 DAYS WOULD BE A VIOLATION OF THE AGREEMENT AND THE OWNER CAN TAKE ACTION ON THAT.

>> BUT HOW DO WE GET TO THE 90 DAYS?

>> COUNCILLOR, THAT'S PART OF THE DATA SHARING THAT HAS TO BE WORKED OUT WITH THE PLATFORMS SO THEY IDENTIFY WHAT UNITS ARE BEING USED AT WHAT PERIODS AND COMPARING THAT TO THE REGISTRATION DATABASE SO THAT WE THEN USE THAT AS THE BAROMETER TO TERM WHETHER THEY'RE, YOU KNOW, UNDER THE 90 DAYS OR EXCEEDING THE 90 DAYS.

>> IT'S BRINGING REMINISCENS OF THE NO MORE THAN --

>> NOT ENFORCEABLE?

IF WE DON'T HAVE THE PLATFORMS REPORTING TO US HOW MANY TIMES THEY ARE RENTING OUT UNITS AND THERE IS FIVE DIFFERENT

PLATFORMS SOMEONE CAN USE,
SOMEONE CAN GO ON ONE FOR 90
DAYS AND ANOTHER ONE FOR 90
DAYS, HOW DO WE CAPTURE THAT?
>> WE HOPE IT'S A COOPERATIVE
AGREEMENT EVERYBODY ENTERS INTO
TO HAVE A COMMON END, THAT THERE
IS FULL DISCLOSURE ON HOW THE
UNITS ARE BEING USED, MONITORING
PROVIDED BY THE CITY TO MAKE
SURE IT'S BEING USED PROPERLY
AND MOVE FORWARD.

THE YFERLS STUDENT HOUSING
AGREEMENT, YOU KNOW, FIVE YEARS
AGO, NO ONE EVER THOUGHT THAT
COULD BE A COOPERATIVE THING,
BUT ALWAYS STAKEHOLDERS STEPPED
UP AND WE COOPERATED.

SHEILA AND CHRIS HAVE BEEN
MEETING BE A LOT OF THE
PLATFORMS AND NOW EVERYBODY IS
IN DISCUSSION MODE TO SEE WHAT
CAN AND CAN'T BE SHARED.

RIGHT NOW IT LOOKS LIKE IT'S
GOING IN THE RIGHT DIRECTION BUT
AS WE FLUSH THIS OUT, WE WILL BE
ABLE TO DETERMINE REALLY WHAT
INFORMATION WE HAVE AND MAKE THE
FINAL CONCLUSION OF HOW THE
ORDINANCE SHOULD BE PUT
TOGETHER.

>> SO I WOULD THINK, YOU KNOW, I
AGREE WITH CHRIS, WE HAVE AN
OWNER OCCUPANCY RATE OF 35% IN
THE CITY.

DO WE KNOW WHAT SAN FRANCISCO'S
IS FORKS EXAMPLE, OR L.A.?
AND I BELIEVE BOTH OF THOSE
CITIES HAVE A HOST SHARING ONLY
OR OWNER-OCCUPANT-ONLY PROVISION
IN THEIR ORDINANCES.

DO WE KNOW WHAT --.
NO, WE CAN EASILY GET THAT FOR
YOU.

>> I WANT TO GIVE MY COLLEAGUES
A CHANCE BUT I WANT TO ECHO
COMMENTS FROM COUNCILLORS
EDWARDS AND WU ABOUT THE
INVESTOR CLASS IS GOING TO BE A
VERY DIFFICULT ONE TO MONITOR
AND ENFORCE AND WE DON'T WANT TO
PREVENT HOMEOWNERS WHO ARE HOST
SHARING, MAYBE GOING TO FLORIDA
FOR TWO OR THREE MONTHS IN THE

WINTER, PREVENTING THEM FROM
MAKING THE DOLLARS THAT ARE SO
CRUCIAL TO THEIR LIVES.

SO THANK YOU.

>> THANK YOU.

COUNCILLOR ESSAIBI-GEORGE.

THANK YOU, CHAIR.

I NEED TO VERBALLY DISCLOSE OUT
OF AN ABUNTS OF CAUCUS THAT MY
HUSBAND OWNS RENTAL PROPERTIES
IN THE CITY OF BOSTON AND THE
MAJORITY ARE RENTED TO LONG-TERM
RENTERS.

THERE IS ONE BUILDING HE HAS
RENTED TO A COMPANY THAT RUNS
CORPORATE APARTMENTS AND HIS
REVENUE DOES NOT DEPEND ON HOW
THEY RENT THE UNITS.

I AND MY HUSBAND DO NOT FORESEE
ANY FINANCIAL IMPACT ON MY
HUSBAND'S PROPERTIES REGARDLESS
OF WHAT ACTION THE COUNCIL TAKES
OR THE MAYOR'S PROPOSED
ORDINANCE, BUT AT THE
RECOMMENDATION OF THE LAW
DEPARTMENT I AM MAKING A
STATEMENT IN ABUNDANCE OF
CAUTION TO ENSURE NO ISSUE OF
CONFLICT AND FILED DISCLOSURE
WITH THE CITY CLERK.

I HAVE SIGNIFICANT CONCERNS
ABOUT THE INVESTOR UNITS AND OUR
ABILITY TO ENFORCE THEM AS WELL
AS THE OTHER UNITS, AND I THINK
IT'S BEEN ECHOED A NUMBER OF
TIMES DURING THE CHAMBER THAT IF
WE'RE NOT ABLE TO ENFORCE, WHY
ARE WE DOING THIS?

AND IF IT'S IMPORTANT ENOUGH TO
DO, AND I'M HEARING THAT IT IS,
TO MAKE SURE WE CAN BACK IT UP
WITH BOTH AN INVESTMENT IN YOUR
DEPARTMENT AS WELL AS A BEEFING
UP OF PERSONNEL TO MAKE THIS
HAPPEN.

HOW DO WE -- HOW DO WE IDENTIFY
THE DIFFERENCE BETWEEN A TENANT
WHO HAS A -- DOESN'T HAVE A
LEASE OR IS A TENANT THAT WILL
AND A SHORT-TERM TENANT?
WHAT'S THE -- SO SOMEONE THAT
PAYS MONTH TO MONTH DOESN'T HAVE
A LEASE WITH THE LANDLORD, HOW
DO WE DIFFERENTIATE THEM BETWEEN

A SHORT TERM RENTER?
>> I DON'T KNOW THAT THAT WOULD HAVE ANY EFFECT.
>> SHORT-TERM RENTALS ARE DEFINED AS 30 DAYS OR FEWER, SO IT'S A DISTINGUISHING CATEGORY BETWEEN A MONTH-TO-MONTH LEASE AND SHORT-TERM RENTAL IS A 30-DAY PERIOD.
>> 30 CONSECUTIVE DAYS?
MM-HMM.
AND CAN YOU DEFINE SORT OF HOW WE IDENTIFY THAT, THOUGH?
IS IT A CANCELED CHECK?
IS IT THAT PAYMENT AT A PARTICULAR TIME OF MONTH?
IS IT A COMMENT IN A MEMO SECTION OF A CHECK?
HOW DO WE DEFINE THAT TENANT AS A MONTH-TO-MONTH TENANT OR LEGITIMATE TENANT AS OPPOSED TO A SHORT OF THERMSTAY.
>> THROUGH THE APPLICATION PROCESS I WOULD HAVE TO PROVIDE DOCUMENTATION PROVING THEY WOULD BE IN THE PROPERTY FOR NINE MONTHS OR WITH A MONTH-TO-MONTH LEASE THAT YOU CAN STILL INTEND TO LIVE THERE FOR, YOU KNOW, AN ADDITIONAL NINE MONTHS, BUT RECORDKEEPING AND RETENTION AND SUPPORTING THAT THROUGH THE APPLICATION PROCESS IS REQUIRED.
>> THE RENTAL REGISTRY APPLICATION OR WHAT?
>> SEPARATE DATABASE BUT IT WILL BE THROUGH THE ADMINISTRATION FORM THAT WHOEVER WAS APPLYING WOULD HAVE TO DISCLOSE WHAT THE TERMS OF THEIR RESIDENTS ARE.
>> AND THEN WHAT DO WE THINK THE STAFFING NEEDS WOULD BE TO ENFORCE THE ORDINANCE AS WRITTEN OR A VERSION OF THIS SNONDERS.
>> I DON'T HAVE AN ACTUAL BREAKDOWN YET OF ALL THE STAFFING.
I DO KNOW THE MAJOR COMPONENT OF IT IS GOING TO BE AN ANALYTICAL PIECE AND, DEPENDING ON WHAT WE ACTUALLY SEE AS THE PROJECTION OF NUMBERS, WILL DETERMINE HOW THE ACTUAL HOUSING INSPECTORS THAT WE'RE GOING TO NEED FOR

THAT.

SO WE'RE IN THE PROCESS OF DEVELOPING FOR THAT, ONCE THE NUMBERS GET MORE SOLIDIFIED, WE WOULD BE GLAD TO SHARE THOSE WITH YOU.

>> WOULD THE INSPECTIONS BE PROACTIVE OR REACTIVE?

>> REACTIVE IN THE SENSE OF A COMPLAINT, AS WELL AS IF THE DATABASES INDICATE SOMEONE IS NOT IN CONFORMS, THAT WOULD ALSO BE CONSIDERED A REACTIVE INSPECTION SO WOULD BE BASED ON THAT.

PROACTIVE WOULD HOPE THROUGH THE REGISTRATION PROCESS, WOULD BE AN EDUCATIONAL PIECE TO EXPLAIN WHAT OUR EXPECTATIONS ARE AND THE GOALS OF THE PROGRAM ARE, SO WE'VE SEEN A LOT OF GOOD RESPONSE FROM THAT FROM THE BUSINESS INDUSTRIES.

>> AND I THINK COUNCILLOR BAKER MAYBE BROUGHT UP THE CONDO RESTRICTIONS SOME CONDO ASSOCIATIONS HAVE.

DO WE HAVE ANY INFORMATION ON WHAT PERCENTAGE OF CONDOS HAVE THAT RESTRICTION ACROSS THE CITY?

>> I DON'T.

AND HOW MANY RENTAL UNITS ARE THERE IN THE CITY OF BOSTON?

>> 160-SOMETHING THOUSAND.

AND THEN DO WE HAVE -- WELL, WE KNOW THE 35% RATE, I GUESS THAT ANSWERS THE QUESTION.

VERY GOOD.

I APPRECIATE AND LOOK FORWARD TO THE WORKING SESSIONS.

>> 169,000.

, THANK YOU.

CHAIR RECOGNIZES COUNCIL PRESIDENT.

>> THANK YOU FOR YOUR WORK TODAY.

JUST GOING BACK TO SOMETHING THAT COUNCILLOR BAKER GOT TO, WHICH IS, YOU KNOW, WHAT IS THE NATURE OF PROBLEM?

I REPRESENT DISTRICT 4, LARGELY MATTAPAN AND DORCHESTER, AND I WOULD LIKE TO THINK IT SHOWS UP

IN TERMS OF WHOLE BUILDINGS
BEING RENTED OUT THROUGH AIRBNB,
PARTICULARLY IN MATTAPAN, WHICH
IS LARGELY HOMEOWNERS, OWNER
OCCUPIED.

SO I WOULD BE CURIOUS TO HEAR
FROM YOU WHAT IS THE NATURE OF
THE PROBLEM, WHERE IS IT SHOWING
UP, AND IS THERE ANY
CONSIDERATION IN LOOKING AT
ADDRESSING THE PROBLEM IF IT'S
IN PARTICULAR NEIGHBORHOODS
FIRST OR STARTING SOME REGULAR
LAGS OF THOSE AREAS BEFORE GOING
INTO OTHER AREAS.

WHAT WAS SORT OF THE THOUGHT
PROCESS AROUND HOW WE ADDRESS
THIS WHEN THE PROBLEM PROBABLY
SHOWS UP IN SPECIFIC PARTS OF
THE CITY BUT NOT OTHERS?

>> I CAN SEE THAT WE'RE OPEN TO
LOOKING AT ALL OF THE COMMENTS,
ALL OF THE IDEAS AT THE OUTSET.
I REALLY WANT TO SAY THAT.

WE DO HAVE DATA WHERE MOST OF
THE AIRBNBS OR THE SHORT-TERM
RENTALS ARE HAPPENING.

THEY ARE MORE DOWNTOWN THAN THE
OUTER NEIGHBORHOODS, MOST
CERTAINLY.

BUT WE ALSO HAVE SEEN YEAR OVER
YEAR AN INCREASE IN THE NUMBER
OF SHORT-TERM RENTALS COMING
ONLINE.

SO IT'S PROBABLY JUST A MATTER
OF TIME UNTIL THE OUTER
NEIGHBORHOODS ARE SEEING MORE
AND MORE SHORT-TERM RENTALS.
EVERY NEIGHBORHOOD NEEDS
REPRESENTATIONAL HOUSING.

SO I THINK EVEN IF THEY'RE
COMING OFF IN SMALLER NUMBERS,
THOSE ARE UNITS THAT DID WE
COULD USE IN THE OUTER
NEIGHBORHOODS.

OPEN TO DISCUSSING, BUT I THINK
WE'RE CONCERNED ABOUT GENERALLY
KEEPING EVERY RESIDENTIAL UNIT
IN THE NEIGHBORHOODS A
RESIDENTIAL UNIT.

>> THAT'S VERY HELPFUL.

I THINK IT'S ALSO IMPORTANT WE
THINK ABOUT, YOU KNOW, IF WE'RE
LOOKING AT MATTAPAN IN

PARTICULAR, THE PROBLEM WILL ONLY SHOW UP TO THE EXTENT THERE ARE UNIT AVAILABLE FOR IT TO SHOW UP IN, RIGHT?

WHICH I THINK IS VERY DIFFERENT THAN OTHER PARTS OF THE CITY. SO I HAVE RESIDENTS ALREADY WHO'VE REACHED OUT WITH CONCERNS AROUND PARTICULARLY OWNER OCCUPIED UNITS IF THEY USE ANOTHER BEDROOM OR ANOTHER SPACE, OF COURSE, FOR AIRBNB PURPOSES, BUT WHO ARE CONCERNED ABOUT SORT OF THE REACH OF THE ORDINANCE IN TOUCHING NEIGHBORHOODS WHERE THEIR PROBLEM DOESN'T CURRENTLY SHOW UP OR WHERE THE POSSIBILITY OF SHOWING UP IS VERY LIMITED. SO THAT'S SOMETHING I'M CONTINUING TO ADDRESS.

>> YES.

SO TALKING ABOUT INVESTOR UNIT, I'M ASSUMING THIS INCLUDES NOT ONLY AIRBNB BUT OTHER COMPANIES THAT HAVE BEEN AROUND FOR A REALLY LONG TIME AND MAY USE -- SAY A COMPANY MAY HAVE FIVE BUILDINGS IN THE CITY OF BOSTON, FOR THE USE OF, SAY, MEDICAL PURPOSES.

SOMEBODY SEES COMING INTO THE CITY FOR A BRAIN TRANSPLANT AND CAN'T AFFORD TO STAY IN A HOTEL AND CAN'T STAY AT THE HOSPITAL BUT ARE USING A UNIT FOR THIS PARTICULAR PURPOSE, WAS THERE ANY THOUGHT OR CONSIDERATION GIVEN TO SEPARATING COMPANIES THAT SERVE OTHER PURPOSES THAN, SAY, AIRBNB?

BECAUSE I KNOW THE 90-DAY RESPONSE IS HAVING SOME FOLKS WHO SERVE DIFFERENT PURPOSES THAN AIRBNB BUT OFTEN LUMPED INTO WHAT AIRBNB DOES AND, SO, THEY HAVE CONCERNS.

I'M JUST CURIOUS WHAT WAS THE DISCUSSION AROUND THEM?

>> ONE GROUP THAT'S BEEN SPECIFICALLY EXEMPTED FROM THE AVAILABILITY TO DO THIS IS AIRBNBs BECAUSE WE RECOGNIZE THERE IS A NEED FOR THAT AND IT

REALLY PROVIDES A SERVICE TO A LOT OF PEOPLE WHO NEED IT AT THE TIME.

SO THAT GROUP FOR MEDICAL STAYS IS AN EXEMPT GROUP.

THEY WOULD REGISTER BUT AS SOON AS THEY CAN PROVE THE MEDICAL EXEMPTION AND CAN PROVE IT, WE'LL BE FINE WITH IT.

>> SO THE 90-DAY WOULDN'T APPLY TO THEM.

WHAT EXEMPTIONS EXISTS?

>> LODGING HOUSES, BED AND BREAKFASTS, ANY PROPERTY THAT IS SUBSIDIZED IS PROHIBITED FROM SHORT-TERM RENTAL IN THE FORM OF MANY AGREEMENTS.

PROPERTIES ON THE PROPERTY LIST, PROPERTIES WITH THREE OR MORE VIOLATIONS IN THE LAST SIX MONTHS, AND ANY PROPERTY THAT HAS AN OUTSTANDING VIOLATION IN TERMS OF RENTAL REGISTRY COMPONENTS.

YOU HAVE TO HAVE A VERY CLEAN BILL OF HEALTH BEFORE YOU'RE ALLOWED TO EVEN ENTER THE PROGRAM.

>> DO WE KNOW HOW MANY UNITS -- SO HOW MANY UNITS RIGHT NOW ARE WE TALKING ABOUT THAT ARE PART OF THE PROBLEM IN THE INVESTOR UNIT SPACE?

THE PROBLEM FROM JANUARY -- WE COLLECTED DATA FROM JANUARY THROUGH OCTOBER OF LAST YEAR AND THERE WERE 2,000 RESIDENTIAL UNITS THAT WERE BEING USED ON AN AVERAGE OF 250 DAYS PER YEAR. HOW MANY OF THOSE FALL WITHIN THESE EXEMPTION CATEGORIES?

THE DATA IS NOT THAT FINE-TUNED, SO THAT'S JUST A RAW NUMBER.

THE ONLY REASON I ASK IS BECAUSE I'M ASSUMING THE GOAL IS TO MAKE THESE UNITS AVAILABLE FOR AFFORDABLE HOUSING, TO SORT OF BRING THESE UNITS BACK ONLINE, FOR THE CITY TO USE THEM FOR AFFORDABLE HOUSING PURPOSES OR TO CREATE AFFORDABLE HOUSING UNITS, TO BRING THEM BACK TO THE USE AS RESIDENTIAL HOUSING, RIGHT.

MAYBE NOT NECESSARILY --
>> MARKET RATE RESIDENTIAL HOUSING, AFFORDABLE HOUSING?
>> IF THEY'RE OWNED PRIVATELY, IT WOULD BE MARKET RATE. THE AFFORDABLE HOUSING UNITS, THEY CAN DO ROOM SHARE BUT THEY'RE NOT ALLOWED TO RENT THE WHOLE UNIT.
>> SO I GUESS I'M GETTING AT THE LARGER QUESTION WHICH IS WHAT IS THE PROBLEM, WHAT IS OUR GOAL? IS OUR GOAL TO TAKE THESE UNITS BACK FROM INVESTORS, FROM, FOR EXAMPLE, A WHOLE BUILDING BEING RENTED OUT, EACH BUILDING IN THE UNIT BEING RENTED OUT FOR AIRBNB PURPOSES, SO WE SAY WE WANT TO TAKE THOSE UNITS BACK, I'M ASSUMING, RIGHT?
>> YES.
AND TO DO WHAT WITH THEM?
TO RETURN THEM TO THE RESIDENTIAL RENTAL MARKET.
>> AND TO RETURN THEM AS MARKET RATE RESIDENTIAL?
SO WHAT'S OUR EVEN LARGER GOAL THAN THAT?
BECAUSE I IMAGINE A LOT OF FOLKS IN THE ROOM AND A LOT OF FOLKS WHO HEARD FROM HER, THOSE ANTICIPATING THESE UNITS WILL BE TAKEN BACK AND PUT BACK ONLINE FOR A SPECIFIC PURPOSE AND THAT IS PROBABLY FOR AFFORDABLE UNITS, NOT NECESSARILY FOR MARKET RATE.
SO I'M CURIOUS AS TO, ONE, WHAT PERCENTAGE OF THOSE 2,000 ARE AVAILABLE TO PUT BACK ONLINE BECAUSE OF SOME FALL WITHIN THE MEDICAL EXEMPTION OR SOME OTHER EXEMPTION THAT WE'RE NOT TALKING ABOUT THOSE UNITS, SO IT COULD BE, SAY, I DON'T KNOW, 1,500 OF THE 2,000 UNITS THAT WE'RE TALKING ABOUT, OR COULD BE LESS THAN THAT, I DON'T KNOW, BUT I THINK THAT'S A QUESTION WE SHOULD ADDRESS AND ANSWER.
I THINK THE FOLLOW-UP QUESTION IS, OF THOSE UNITS WE'RE ACTUALLY TALKING ABOUT THAT FALL WITHIN THIS AND THAT AREN'T

EXEMPT BY THIS ORDINANCE
CURRENTLY, WHAT'S THE PURPOSE?
WHAT DO WE WANT TO DO WITH THEM?
WHAT IS OUR GOAL TO TRY TO WORK
WITH THE OWNERS OR THE FOLKS WHO
OWN THESE UNITS, WHAT IS OUR
GOAL TO WORK WITH THEM TO DO
WITH THESE UNITS?

>> I THINK THE GOAL MOST SIMPLE
LEIS TO MAKE SURE THEY'RE
AVAILABLE FOR LONG-TERM
RESIDENTIAL STAY.

SO REGARDLESS OF WHETHER IT'S
MARKET RATE OR AFFORDABLE OR
WORKFORCE HOUSING OR WHATEVER
THE UNIT IS DESIGNED FOR,
WHATEVER THE OWNER OR THE
LANDLORD IS USING THE UNIT FOR,
I WANT TO MAKE SURE IT'S
AVAILABLE FOR LONG-TERM STAY,
ACROSS THAT WHOLE SPECTRUM.

>> IF WE DON'T KNOW OF THE 2,000
HOW MANY WOULD BE EXEMPTED FOR
MEDICAL STAYS, WE KNOW THE
PLATFORMS ARE GROWING BY LARGE
PERCENTAGES.

WHILE WE SAY IT'S A FRACTION OF
THE 2,000, WE CAN ANTICIPATE,
GIVEN THE GROWTH RATES, THIS
NUMBER WOULD BE LARGER IN THE
YEARS TO COME.

>> THE CONVERSATION REMINDS ME
OF THE JUST CAUSE EVICTION
CONVERSATION, WHICH IS WHAT IS
THE PROBLEM AND WHAT ARE WE
TRYING TO GET AT?

IF WE'RE SAYING THE PROBLEM IS
WE DON'T HAVE ENOUGH UNITS
AVAILABLE FOR, SAY, AFFORDABLE
HOUSING -- BECAUSE WE HAVE AN
AFFORDABLE HOUSING CRISIS IN THE
CITY OF BOSTON FOR MANY -- SO
HOW DO THESE ORDINANCES AN THESE
TOOLS WE'RE LOOKING TO ADOPT
ACTUALLY SOLVE THE PROBLEM?
AND THAT I WANT TO BE CRYSTAL
CLEAR ON BECAUSE THERE IS AN
EXPECTATION THAT THE COMMUNITY
HAS THAT JUST CAUSE WILL DO
SOMETHING AND THAT THIS
ORDINANCE, IN PARTICULAR, WILL
DO SOMETHING TO MEET A
PARTICULAR NEED.

SO I THINK WE NEED TO BE CRYSTAL

CLEAR AS TO WHAT THAT IS,
BECAUSE I'M NOT CONVINCED ALL
THE TIME THAT THE ORDINANCES OR
THE POLICIES WE'RE SORT OF
PUTTING FORWARD WILL ADDRESS THE
LARGER ISSUE WE'RE TRYING TO GET
TO.

(APPLAUSE)

I THINK WE ALL WANT, FOR
EXAMPLE, MORE AFFORDABLE
HOUSING.

I TOOK THE LEAD ON THE C.P.A.
BECAUSE PEOPLE ARE YELLING AT ME
ABOUT RAISING THEIR TAXES AS A
NEW COUNCILLOR, BUT I BELIEVE IN
WHAT IT CAN DO IN TERMS OF
REVENUE FOR THE CITY TO GENERATE
MORE AFFORDABLE HOUSING ALONG
WITH THE OTHER BENEFITS.

SO I REALLY WANT TO KNOW HOW DO
THOSE TWO JUST CAUSES PASSED AND
ALSO HOW DOES THIS ADDRESS THE
ISSUE AND COUPLING THIS WITH THE
ENFORCEMENT PERKS AND I'M NOT
CONVINCED WE HAVE THE RESOURCE,
THE WHEREWITHAL, THE HUMAN
CAPITAL CAPACITY TO ENFORCE
THIS.

SO WE PASS THIS, THE QUESTION
BECOMES HOW DO WE MAKE THIS
HAPPEN?

I.S.D., YOU GUYS HAVE A LOT
GOING ON.

SO I SEE SOMETHING LIKE THIS, I
WANT TO SEE IT COUPLED WITH A
BUDGET REQUEST OR A CONVERSATION
WITH THE COUNCIL AND THE
ADMINISTRATION AROUND WHAT
MONEYS DO WE NEED TO BE SETTING
ASIDE TO ENFORCE SOMETHING LIKE
THIS, WHAT MONEY DO WE NEED TO
BE PUTTING ASIDE JUST FOR THIS
TO MAKE THIS HAPPEN, WHAT
RESOURCES DOES THE COMMISSIONER
NEED TO ENFORCE THIS, TO
ACTUALLY GET PEOPLE REGISTERED
AND TO DO IT NOT IN A REACTIVE
WAY BUT A PROACTIVE WAY.

SO I HAVEN'T TAKEN A POSITION
JUST YET.

I'M LOOKING FORWARD TO THE MANY
WORKING SESSIONS TO COME, BUT I
DO WANT FOLKS, PARTICULARLY
THOSE WHO LIVE IN MY DISTRICT

WHO ARE SHOWING UP IN LARGE NUMBERS AND TALKING ABOUT THIS, TO HAVE A CLEAR SENSE OF WHAT THIS ACTUALLY WILL DO ON THE GROUND FOR FOLKS IN THE COMMUNITY WHO REALLY NEED HOUSING AND AFFORDABLE HOUSING UNITS, AND I'M NOT CONVINCED THIS IS GOING TO DO ANYTHING RIGHT AWAY OR IF IT'S GOING TO, FOR EXAMPLE, TAKE THESE UNITS, BRING THEM BACK INTO OUR CONTROL TO HAVE CONVERSATION AROUND MAKING THEM LONG-TERM RESIDENTIAL UNITS, BUT THEN MAKE THEM, SAY, AFFORDABLE FOR FOLKS IN THE COMMUNITY. WE MADE ALL THESE UNITS MARKET RATE IN THE LONG TERM, THEN THAT'S GOING TO SERVE A CERTAIN POPULATION OF FOLKS AND NOT NECESSARILY ADDRESS THE OTHER ISSUE.

SO I THINK THERE ARE MORE CONVERSATIONS WE NEED TO HAVE. THANK YOU GUYS FOR THE WORK YOU PUT IN.

I LOOK FORWARD TO PARTICIPATING IN MORE CONVERSATIONS AND THANK YOU COUNCILLOR FLAHERTY FOR TAKING THE LEAD AND I LOOK FORWARD TO THE WORKING SESSIONS AS WELL.

THANK YOU.

>> THANK YOU, COUNCILLOR.

(APPLAUSE)

>> BEFORE YOU TALK ABOUT THE UNITS COMING BACK ONLINE, INCREASE THE VACANCY RATE AN HELP WITH REGULATION, THERE IS ONE THING WE HAVEN'T SPOKEN A LOT ABOUT TODAY BUT WE HEAR ABOUT ALL THE TIME AND THAT'S QUALITY OF LIFE IN THE NEIGHBORHOODS, AN THAT'S SOMETHING THAT'S HARD TO QUANTIFY, BUT THERE ARE SO MANY STORIES ABOUT WHOLE STREETS, WHOLE BUILDINGS THAT HAVE BECOME AIRBNB AND IT'S DESTRUCTIVE TO THE NEIGHBORS AN IT REALLY HAS CHANGED THE NEIGHBORHOODS DRASTICALLY.

SO I DID WANT TO MENTION THAT.

>> AND I THINK THAT'S A GOOD POINT.
AND WE'VE HEARD THAT IN SOME CONVERSATIONS.
EVEN WHEN COUNCILLOR LaMATTINA IS HERE.
SO IF THAT'S WHAT WE'RE DOING AFTER OR THAT'S A PIECE OF IT.
>> ONE PIECE.
HOW DOES THIS DO THAT?
I WILL TELL YOU, A LARGE PERCENTAGE OF FOLKS I'VE HEARD FROM THINK IT'S NOT NECESSARY TO ADDRESS THAT AND THAT SOCIAL CONNECTIVITY IN A NEIGHBORHOOD, BUT IT'S REALLY TO ADDRESS THE AFFORDABLE HOUSING CRISIS IN THE CITY OF BOSTON OR SOMETHING ELSE.
SO JUST HOW DO WE COMMUNICATE THESE GOALS AND MAKING SURE THEY ALIGN WITH THE EXPECTATIONS OF THE COMMUNITY?
>> YEAH, I UNDERSTAND.
AND THANK YOU FOR ALL YOUR WORK.
>> THANK YOU.
JOINED BY CITY COUNCILLOR AYANNA PRESSLEY AND COUNCILLOR ZAKIM.
>> THANK YOU, MR. CHAIR AND EVERYONE HERE.
I KNOW THERE'S A LOT MORE TO GO, I WILL BE QUICK.
COMMISSIONER, THE REGISTRATION FEE, WILL THAT GO TOWARD INCREASED ENFORCEMENT CAPABILITIES TO ENFUNDING I.S.D. INSPECTORS.
>> ABSOLUTELY.
DEDICATED FUNDING SOURCE.
AND DO YOU THINK THAT WOULD BE SUFFICIENT?
THE FIRST GO-AROUND OF DATA INDICATES TO ME, YES, IT WILL.
AND THE BEAUTY OF IT IS, DEPENDING ON WHAT THE ACTUAL NUMBERS ARE, WE'LL ALSO BE ABLE TO ESCALATE THAT IF MORE INSPECTORS ARE NEEDED.
>> AND AS FAR AS SEARCHING, YOU KNOW, IT WOULD BE GREAT IF IRBEN BE AND THE OTHER PLATFORMS ARE FULLY COOPERATIVE AND INTERFACING WITH I.S.D.

AND IF THEY ARE NOT, AND I DON'T
KNOW HOW FAR WE'VE GOTTEN ALONG
IN THESE DISCUSSIONS, I DON'T
KNOW IF THIS IS FOR YOU,
COMMISSIONER, FOR CHRIS, BUT
WHAT IF WE DONE AROUND THE
TECHNOLOGY TO SEARCH THESE VERY
MANY DIFFERENT PLATFORMS?
IFN CRAIGSLIST, YOU KNOW, COULD
BE A SOURCE OF SOME OF THESE,
IT'S PRETTY HARD TO SEARCH.
DO WE HAVE PROGRAMS FOR THAT OR
HAVE WE REACHED OUT SEARCH.
DO WE HAVE PROGRAMS FOR THAT OR
REACHED OUT TO FOLKS WHO HAVE
THAT CAPABILITY?

>> WE ARE IN THE PROCESS OF
DOING THAT NOW.

HOW PEOPLE HAVE DONE IT FROM THE
TECHNOLOGICAL PERSPECTIVE.
YOU HIT THE MARK, WE KNOW
CRAIGSLIST WILL NOT BE A PARTNER
WITH US.

THERE ARE 40 OR MORE DIFFERENT
PLATFORMS THAT OPERATE SOME SORT
OF SHORT TERM RENTAL
FACILITATION AND FIGURE OUT THE
TECHNOLOGY THAT'S MOST
APPROPRIATE FOR OUR USES.

>> WHAT ARE WE DOING FOUR
TECHNOLOGY?

WE HAVE RESOURCES, INSTITUTIONS
OF HIGHER LEARNING AROUND HERE.
I KNOW WE OFTEN, THIS ALMOST
FEELS LIKE CLICHE THAT WE SHOULD
BE REACHING OUT TO THEM BUT THIS
IS AN OPPORTUNITIES WHERE I
THINK THE MORE WE CAN AUTOMATE
THESE SEARCHES, AND THAT'S A
TECHNOLOGY AVAILABLE, THEN HAVE
IT SPEW OUT TO COMMISSIONER

CHRISTOPHER'S PEOPLE IS THAT --
>> RIGHT NOW WE ARE WORKING WITH
DO IT AS OUR I.T. PARTNER AND
THEY ARE THE ONES THAT ARE GOING
TO DEFINE HOW THE DATABASE IS
DEVELOPED AND HOW RESEARCH
SHOULD BE DEVELOPED.

WE USE A LOT OF THE EDUCATIONAL
INSTITUTION HE FOR ALLOT OF OUR
RESEARCH AND THAT'S GOING TO BE
A PARTNER THAT'S GOING TO
DEVELOP AS WE DEFINE THE ACTUAL
ORDINANCE ITSELF.

>> THERE WILL BE MORE DISCUSSION ABOUT THIS.

WE NEED THOI OUTSIDE THE BOX, AND HOPEFULLY IT IS NOT A ADVERSARIALLY PROCESS WITH MANY OF THESE PLATFORMS, BUT THE CITY OF BOSTON, NOT JUST CITY EMPLOYEES AND CITY RESOURCES, WE NEED TO DIG DEEP THE DO THIS. LARGE WELL FINANCED, WELL RESOURCED CORPORATIONS.

>> IF I COULD JUST ADD DO IT IP PATRICIA BOYLE MCKENNA ARE STARTING TO LOOK. THIS IS A PROBLEM IN SO MANY CITIES, THEY'RE STARTING TO TALK TO THOSE CITIES AND LOOKINGS AT WHO'S DOING BEST I.T. DESIGN ON THIS ISSUE, A LOT OF GOOD WORK IS GOING ON NOW.

>> NOW I KNOW COUNCILOR BAKER MENTIONED THIS.

I FILED A HEARING ORDER LAST YEAR SORT OF ROLLED INTO THIS ORDINANCE DISCUSSION ABOUT THE PLANNING PROCESS WHEN IT COMES TO THIS.

CERTAINLY SOME OF THE NEIGHBORHOODS I REPRESENT, THE FENWAY IN PARTICULAR, THERE HAVE BEEN ISSUES AROUND AN IMPACT ADVISORY GROUP, APROCESS, MAIM PEOPLE COME TO MANY MEETINGS IN THEIR SPARE TIME.

WHETHER BY DESIGN OR HAPPENSTANCE OR WHATEVER, AFTER A BUILDING'S BEEN APPROVED, WE FIND HAD 20 OR 30 HAVE BEEN MASTER-LEASED TO A SHORT TERM RENTAL OPERATOR.

AND WHETHER, NOT EVEN GETTING INTO THE MERITS OF THAT I THINK THE PROCESS IS VERY FLAWED. AND WE NEED TO BE TALKING ABOUT THE SAME AS WE DISCUSS WHAT AMENITIES ARE IN A BUILDING, WHAT -- THE UNIT MIX, WHETHER IT'S A STUDIO, ONE BEDROOM, TWO BROOM, THIS NEEDS TO BE PART OF THAT.

I KNOW THERE IS BPDA, WHERE ARE THEY IN THIS DISCUSSION? IS THIS GOING TO BE ANOTHER ASPECT OF THE ARTICLE 80 PROCESS

MOVING FORWARD?

>> ONCE WE HAVE AN ORDINANCE MOVING FORWARD, BPDA HAS SOMETHING TO MOVE FORWARD OR REQUIRE DISCLOSURE DURING THE PLANNING PROCESS.

THERE IS NO DEFINED SHORT TERM RENTAL PROCESS ON THE BOOKS FOR THE CITY.

BUT MOVING FORWARD THAT WILL BE PART OF THE DISCLOSURE PROCESS IN THE CITY.

>> I SAID THIS IN THE BEGINNING, IF SOMETHING A HOTEL, WALKS LIKE A DUCK QUACKS LIKE A DUCK, IT'S A DUCK.

REGARDLESS AWAY YOU WANT TO CAUGHT IT OR HOW YOU TAKE YOUR RESERVATIONS YOU NIGHT TO BE REGULATED THAT WAY AND TAXED HAD WAY. I HOPE THE STATE LEGISLATURE IS GOING TO GIVE US SOME OF THE AUTHORITY WE NEED HERE.

BUT WE CAN'T HAVE ENTIRE BUILDINGS PURCHASED AND CLEARED OUT IN OUR NEIGHBORHOOD NAP, WHENEVER WE'RE TALKING ABOUT THAT, CHIEF YOU AND I HAVE TALKED ABOUT THAT IN THIS ROOM AND ELSEWHERE.

IT IS I SHOULDN'T SAY SHOCKING ANYMORE BUT IT IS TROUBLING TO ME TO SEE THAT FOLKS, WHETHER THEY ARE, WHEN THEY'RE LONG TERM TENANTS, A BUILDING CHANGES, EVERYONE IS PUSHED OUT, WHETHER IT'S CONVERTING TO CONDOS OR SHORT TERM RENTALS, THAT IS PROBLEMATIC IN THE CITY OF BOSTON NOW.

WE AT THE VERY MINIMUM NEED TO MAKE SURE FOLKS WHO ARE DOING THAT ARE HEALTH TO ACCOUNT. AND IF SOMEONE IS RUNNING A HOTEL, THAT THEY BE REGULATED LIKE A HOTEL, INSPECTION AND SANITARY PROCESS.

I REALLY APPLAUD THE MAYOR FOR BRINGING THIS ORDINANCE FORWARD. THANK YOU FOR THE CHAIRMAN FOR THIS.

I LOOK FORWARD TO HEARING MORE DISCUSSION, ESPECIALLY FROM THE FOLKS SEATED AT THE GALLERY.

I LOOK FORWARD TO MOVING ON THIS WHETHER IT'S WORKING SESSIONS OR OTHER PROCESSES.

>> COUNCILOR JANEY.

>> THANK YOU TO THE PANEL, I APOLOGIZE FOR BEING LATE, I HAD AN EVENT IN MY DISTRICT SO IF I ASK QUESTIONS THAT HAVE ALREADY BEEN ASKED, PLEASE BEAR WITH ME. I THINK I WOULD START JUST BY SAYING THAT I'VE RECEIVED A LOT OF FEEDBACK ON THIS AND PEOPLE HAVE A LOT OF QUESTIONS AND CONCERNS.

ONE OF WHICH IS REALLY THE COLONEL AROUND THE INVESTOR UNITS.

AND -- CONCERN AROUND THE INVESTOR UNITS.

ONE QUESTION I HAVE IS WHETHER OR NOT ANY THOUGHT HAS BEEN GIVEN TO LIMIT THE NUMBER OF UNITS.

RYE NOW WE'RE TALKING ABOUT THE NUMBER OF DAYS.

SO WHAT ARE YOU THINKING IN TERMS OF LIMITING THE NUMBER OF UNITS?

>> I THINK WE'RE CERTAINLY OPEN TO FURTHER DISCUSSION ON THAT. WE FROM THE FIRST HAVE BEEN FOCUSED OFTEN THE NUMBER OF DAYS AS THE PRIMARY RESTRICTION, NOT REALLY DISCUSSING A RESTRICTION ON THE NUMBER OF UNITS BUT CERTAINLY SOMETHING WE'LL BE WILLING TO WORK WITH THE COUNCIL ON.

>> WHAT IS THE RATIONALE FOR THE NUMBER OF DAYS AS OPPOSED TO THE NUMBER OF UNITS?

>> WE LOOKED AT THE NUMBER OF DAYS AS A WAY TO DISINCENTIVIZE, THE UNIT RATHER THAN THE TOTAL NUMBER OF UNITS.

A NUMBER OF DAYS RESTRICTION ALLOWS US TO GET INTO MORE OF THE CITY'S UNDERSTAND, BE RATHER THAN THE WHOLE MARKET.

>> SOME OF THE FEEDBACK I'VE HEARD IS IT DOESN'T MAKE A DISTINCTION BETWEEN WHAT IT DOESN'T DO, AN INVESTOR THAT HAS HUNDREDS OF UNITS ON THE MARKET

VERSUS AN OWNER-OCCUPIED, WHO WANTS TO RENT NOT ONLY A SPARE ROOM IN THEIR HOME BUT ONE OF THE UNITS THEY OWN, LET'S SAY A BROWN STONE.

>> THEIR UNITS CAN RENTED 365 DAYS A YEAR.

I THINK WE'RE HERE TO PUT FORWARD OUR THINKING.

SO IT WAS TO ALLOW FOR RENTAL MARKET FOR FOLKS WHO DON'T OWN, BUT RENT, TO HAVE SOMETHING -- TO GET SOME UPSIDE IN THIS MARKET.

WE ALSO THOUGHT THAT -- AND WE'RE JUST THE BEGINNING STAGES OF THIS.

WE THOUGHT IT WOULD BE EASIER TO MONITOR THE NUMBER OF DAYS VERSUS OWNERSHIP.

BECAUSE OWNERSHIP CAN HAPPEN, AND YOU KNOW PEOPLE CAN GET AROUND OWNERSHIP MORE EASILY. BUT ONCE AGAIN WE'RE OPEN TO DISCUSSING AND LOOKING AT THAT.

>> AND IN TERMS OF THE NUMBER OF DAYS OR NIGHTS IN A UNITS, SOME FEEDBACK THAT I'VE HEARD IS THAT THIS CREATES AN INCENTIVE YOU KNOW PERHAPS THAT THE UNINTENDED CONSEQUENCE IS THAT FOLKS WHO WANT TO DO SHORT TERM RENTALS LET'S SAY IN THE SUMMERTIME WOULD THEN TRENT REST OF THE YEAR TO STUDENTS, AND THEN THAT'S NOT REALLY SOLVING THE ISSUE IN TERMS OF PUTTING MORE RENTAL UNITS ON THE MARK FOR FAMILIES AND FOR RESIDENTS THAT YOU'LL HAVE STUDENTS NINE MONTHS OUT OF THE YEAR AND THEN YOU'LL DO SHORT TERM RENTAL FOR THE OTHER 90 DAYS.

WHAT THOUGHTS DO YOU HAVE ABOUT THAT AND HOW WOULD YOU ADDRESS THAT?

>> I HAVEN'T HEARD THAT GOOULT. IT'S INTERESTING.

-- ARGUMENT, IT MIGHT HAVE PLAIRT.

I'D LIKE TO THINK ABOUT THAT MORE.

THANK YOU.

>> APPRECIATE IT.

THE LAST THING I WOULD SAY IS,
YOU KNOW, A LOT OF THE FEEDBACK
I GOT, APPLAUDS THIS EFFORT THAT
WE CERTAINLY NEED TO DEAL WITH
THE INVESTOR UNITS BUT THAT
THERE ARE OWNER-OCCUPIED
RESIDENCES WITHIN THE CITY WHO
NEED TO EARN ADDITIONAL INCOME
NOT JUST WITH A SPARE ROOM,
WHETHER IT'S A SINGLE MOM WHO
HAS AN ADULT CHILD WHO HAS MOVED
OUT OR AN ELDERLY PERSON WHO IS
NOW AN EMPTY NESTER, RENTING OUT
A ROOM AND WANTS TO PAY OFF
THEIR MORTGAGE BUT THEY MAY HAVE
A MULTIFAMILY HOUSE AND THEY MAY
WANT TO RENT OTHER UNITS IN
THEIR HOME.

AND SO I HEARD YOU SAY THAT YOU
ENJOYS ARE THINKING ABOUT THE
NUMBER OF UNITS, VERSUS YOU WILL
BE THINKING ABOUT THE NUMBER OF
UNITS AND NOT JUST THE NUMBER OF
NIGHTS?

>> IF THAT'S SOMETHING THE
COUNCIL WANTS US TO CONTINUE
EXPLORING, ABSOLUTELY.

WE DIDN'T HAVE A CAP ON THE
NUMBER OF UNITS THAT SOMEBODY
COULD USE INDIVIDUALLY BUT --

>> I THINK THE OTHER THING WOULD
I SAY, I KNOW I SAID THAT WAS
THE LAST THING, ARE JUST
CONCERNS AROUND PROCESS AND
MONITORING AND HOW WE REALLY
KIND OF GET AT THIS AND WHERE WE
DON'T HAVE RESIDENTS THEN TRYING
TO GO AROUND THE SYSTEM.

I THINK THERE'S BEEN A LOT OF
WORK TO REALLY TRYING TO
REGULATE THIS AND MAKING SURE WE
HAVE ENOUGH HOUSING AND THAT THE
HOUSING IS SAFE AND CLEAN.

WHAT WE DON'T WANT TO DO IS
HAVING FOLKS TRY SIR COUPLE
THREATEN PROCESS.

SO I HOPE -- CIRCUMVENT THIS
PROCESS.

I HOPE THERE IS A REAL PLAN IN
PLACE IN TERMS OF MONITORING.

>> I THINK WE'RE ALL IN
AGREEMENT.

AFTER OUR BEST THINKING AND
DISCUSSION ON THIS WE'RE GOING

TO COME UP WITH AN ORDINANCE
THAT WE ALL FEEL COMFORTABLE
WITH, HOPEFULLY.
AND PART 2, SIMULTANEOUSLY WE'VE
GOT TO COME UP WITH A MECHANISM
FOR MONITORING, TO MAKE SURE
WHAT WE ALL AGREED UPON WE CAN
IMPLEMENT.

I THINK THAT'S EQUALLY AS
IMPORTANT AS A GOOD ORDINANCE.
>> I LOOK FORWARD TO THAT
PROCESS, AND I LOOK FORWARD TO
HEARING FROM THE FOLKS WHO HAVE
JOINED US TODAY.
THANK YOU, MR. CHAIR.

>> THANK YOU COUNCILOR.
CHAIR RECOGNIZES COUNCILOR
AYANNA PRESSLEY.

>> THANK YOU, MR. CHAIR ABOUT
.I DO HAVE TO LEAVE EARLY BUT I
HAVE AN AIDE WHO WILL STAY FOR
THE ENTIRE MEETING.

DRAFTING AND ANALYZING
REGULATIONS ON A NEWLY EMERGING
INDUSTRY, I DO WANT TO SAY TON
RECORD THAT WHILE I DO THINK
THERE IS A WHOLE LOT OF GOOD ON
THIS ORDINANCE I DO REMAIN
CONCERNED AND SHARE THE
SENTIMENT OF SO MANY OF MY
COLLEAGUES TODAY ABOUT THE
INVESTOR UNIT.

I ASSUME AN ORDINANCE THIS BIG
WILL CERTAINLY GO INTO WORKING
SESSION SO THERE WILL BE OTHER
OPPORTUNITIES FOR US TO FURTHER
LOOK AT THIS BUT I WILL BE
PUSHING TO REMOVE THE INVESTOR
UNIT LOOPHOLE.

[APPLAUSE]

>> WE ALT -- IT SOUNDS -- ALL --
IT SOUNDS REPETITIVE AND EVENLY
CLICHE TO SAY WE'RE IN THE MIDST
OF A HOUSING CRISIS.

WITHIN A 36 HOUR PERIOD ALONE
JUST MOVING IN AND ABOUT
DIFFERENT NEIGHBORS, FIVE
DIFFERENT FAMILIES APPROACHED ME
AND SAID THAT THEY WERE
EXPERIENCING HOMELESSNESS.
SO THIS IS NOTHING SHORT OF A
PUBLIC HEALTH CRISIS.
TO REALIZE WHAT DISPLACEMENT IS.
AND ALTHOUGH A COMMERCIAL SHORT

TERM RENTAL IS NOT THE ONLY PRESSURE ON THE MARKET WE KNOW THAT THEY ARE CERTAINLY A CONTRIBUTING FACTOR. AND TO COUNCILOR JANEY'S POINT, SHARED ROOMS, OWNER-OCCUPIED SHORT TERM RENTALS ARE NOT SAME AS WORST CASE SCENARIO, REALIZE SPECULATIVE INVESTORS BUYING ENTIRE BUILDINGS AND TAKING THESE LONG TERM RENTAL UNITS OFF THE MARKET, AND IN THE WORST CASE SCENARIO EVICTING ALL THE PREVIOUS TENANTS. SO WE HAVE TO DO EVERYTHING POSSIBLE TO STAVE OFF THIS GROWING PUBLIC HEALTH CRISIS. SO I LOOK FORWARD TO FURTHER CONVERSATIONS AND MOST OF MY QUESTIONS HAVE BEEN ASKED AND ANSWERED RELATIVE TO THE PLATFORMS AND WHETHER OR NOT THEY COMMUNICATE WITH EACH OTHER.

ISD CAPACITY.

THE QUESTION COUNCILLOR ZAKIM ASKED ABOUT HOTEL AND I HAD THE YES AROUND THE 90 DAY RULE AND HOW WE ARRIVED AT THAT.

I THANK MY COLLEAGUES FOR THEIR ROBUST LINE OF QUESTIONING AND LOOK FORWARD TO THE WORKING SESSION.

>> THANK YOU COUNCILOR AND THANK YOU TO CHRIS AND TO THE CHIEF. I KNOW MY COLLEAGUES WILL HAVE FOLLOW-UP QUESTIONS EITHER THROUGH JUST COMMUNICATIONS WITH YOUR OFFICES AND STAFFED AND OR AT THE WORKING SESSION WHICH WE EXPECT TO HAVE IN THE NEXT COUPLE OF WEEKS.

SO IF YOU CAN STICK AROUND AS LONG AS YOU CAN TO HEAR SOME PUBLIC TESTIMONY, THAT WILL BE GREAT.

I KNOW THERE ARE A COUPLE OF TIME CONSTRAINTS.

I IF I COULD ASK JEFF AND GREG TO MAKE THEIR WAY TO A MICROPHONE HERE AND THEN A POWERPOINT PRESENTATION OVER TO MY LEFT AND THEN WE'RE GOING TO GO RIGHT TO THE SIGN-IN SHEETS.

YES PLEASE.

SO JEFF TURK AND GREG VASSIL, IF YOU COULD MAKE YOUR WAY TO ONE OF THESE TWO PODIUMS.

IS IT JEFF, JEFF AND GREG, THERE'S THE PODIUM UP THERE. KEEP GOING AROUND.

PLEASE.WOULD YOU PLEASE INTRODUCE YOURSELF FOR THE RECORD AND YOUR LOCATION.

>> THANK YOU, MR. CHAIRMAN. FOR THE RECORD MY NAME IS GREG VASIL.

I'M THE CEO OF THE GREATER BOSTON REAL ESTATE BOARD. COUNCILOR WU, COUNCILOR EDWARDS, THANK YOU FOR THIS OPPORTUNITY TO TESTIFY.

THIS ISSUE IS NOT A SIMPLE ONE FOR US AT THE REAL ESTATE BOARD. TYPICALLY OUR POSITIONS ARE PRETTY CLEAR CUT.

WE HAVE TWO DIVERGENT VIEWS. ONE OF OUR CORE VALUES HAS ALWAYS BEEN TO PROTECT PRIVATE PROPERTY RIGHTS.

AND FOR PEOPLE TO HAVE THE ABILITY TO DO WITH THEIR PROPERTY AS POSSIBLE.

WE HAVE A NUMBER OF MEMBERS THAT ARE VERY STRIDENT AND STILT BELIEVE IN THIS.

BUT -- STILL BELIEVE IN THIS. BUT WE'VE ALSO SEEN IN SOME OF THE ISSUES THAT THE NEW ECONOMY HAS SORT OF FOISTED UPON THE NEIGHBORHOODS AROUND WE REALLY UNDERSTAND THAT THIS IS A DIFFERENT BOSTON TODAY THAN ONE THAT WE'VE EXPERIENCED PROBABLY TEN OR 15 YEARS AGO.

SO WE'RE VERY SENSITIVE TO THAT. WE ALSO HAVE LANDLORDS THAT HAVE HAD ISSUES WITH THE WHOLE SORT OF AIRBNB SHORT TERM RENTAL PHENOMENON.

AND THERE HAVE BEEN PROBLEMS THAT THEY'VE HAD.

SO AS A GROUP WE'RE SORT OF STRUGGLING WITH BOTH OF THESE THINGS AND WE'RE TRYING TO COUNTERBALANCE THAT.

AND WITH ME TODAY I HAVE JEFF TURK WHO IS OUR LEGAL COUNCIL

WHO WILL BE ABLE TO SPEAK TO THAT AND THE ISSUES THAT HE SEES WITH IT.

MAKE NO MISTAKE, WE ARE HERE FOR A RESOURCE FOR THIS COUNCIL AND THIS ADMINISTRATION TO TRY OHELP.

IT IS NOT A SIMPLE PROBLEM AND WE REALLY WANT TO BE USEFUL AND HELPFUL TO HELP US SOLVE IT. BECAUSE WE REALITY SEE THAT THE FUTURE OF BOSTON IS SORT OF TWO THINGS.

WE NEED TO FOSTER OUR ECONOMY AND AT THE SAME TIME, WE NEED TO ALSO CREATE HOUSING FOR PEOPLE THAT LIVE HERE.

I'D LIKE TO LEAVE YOU WITH THREE SIMPLE THOUGHTS.

NUMBER 1, WHATEVER THIS BODY CHOOSES TO DO, WE HOPE THAT IT'S CONSISTENT WITH WHAT'S DONE UP ON BEACON HILL.

WE'VE BEEN ACTIVE THERE FOR THE LAST COUPLE OF YEARS ON THIS ISSUE.

AND WE HAVE A SENSE THAT THAT WILL BE SOMETHING THAT'S GOING TO HAPPEN FAIRLY SOON AS YOU HAVE BOTH -- THREE BRANCHES THERE.

THE EXECUTIVE, THE SENATE, THE HOUSE ALL SNAM -- SIGNALING THAT THEY'D LIKE TO DO SOMETHING ON THIS ISSUE.

THE SECOND IS REALTORS AND BROKERS SHOULD NOT BE HELD RESPONSIBLE TO COLLECT THE FEES AND TAXES.

LOT OF TIMES THEY'RE NOT IN THE POSITION TO BE ABLE TO DO P THAT.

WE THINK THAT SHOULD FALL TOWARDS EARN.

THAT IS NUMBER -- TOWARDS THE OWNER.

IT SHOULD NOT ENACT TENANCIES AT -- AFFECT TENANCIES AT WILL. THIS IS A DIFFERENT TYPE OF LEGAL RELATIONSHIP WE BELIEVE THAT JEFF WILL TOUCH ON IN TERMS OF THE DEFINITIONS.

WE WOULD LIKE TO HOLD THAT OUT OF IT BECAUSE WE SEE THE CLASSIC LANDLORD-TENANT RELATIONSHIP AS

MUCH DIFFERENT THAN THIS ONE.
WITH THAT I'LL BE BRIEF, THANK
YOU AND TURN IT OVER TO JEFF.

>> THANK YOU GREG.

WELCOME JEFF, STATE YOUR NAME
AND AFFILIATION FOR THE RECORD.

>> MY NAME IS JEFFREY TURK, TURK
AND QUIJANO.

I'VE BEEN ASKED TO COME HERE,
FIRST OF ALL I WANT TO THANK YOU
FOR GIVING ME THE OPPORTUNITY TO
TESTIFY HERE AND ADDRESS SOME OF
THE CONCERNS HERE.

SHORT TERM RENTALS ARE CLEARLY
AN ISSUE BOTH FOR THE CITY BUT
ALSO FOR THE HOUSING INDUSTRY
ITSELF.

WE'VE SEEN GREAT INCREASE IN
THIS AND OUR GOAL IN THE
INDUSTRY HAS ALWAYS BEEN TO
PROVIDE SAFETY AND AFFORDABLE
HOUSING TO OUR RESIDENTS.

SHORT TERM RENTALS CREATE
SERIOUS ISSUES FOR OUR INDUSTRY.
WE HAVE PEOPLE COMING INTO OUR
BUILDINGS THAT HAVE NEVER BEEN
SCREENED LIKE LANDLORDS SCREEN
PEOPLE.

BEING GIVEN KEYS AND ACCESS TO
OUR BUILDINGS OFTEN WHEN THE
LANDLORD HAS NO IDEA WHAT'S
GOING ON.

AND ONGOING ISSUES THAT WE HEAR
ABOUT ALLOW PARTIES ACKNOWLEDGE
DRUG USE, PEOPLE COMING INTO
TOWN FOR A NIGHT, DISTURBING OUR
NEIGHBORHOODS AND OUR OTHER
RESIDENTS WHICH IS A GREAT
CONCERN TO OUR CLIENTS, AND TO
LANDLORDS.

SO IT DOES PRESENT SERIOUS
CHALLENGES TO PROPERTY OWNERS AS
AN INDUSTRY AND WE LOOK FORWARD
TO WORKING TOWARDS A SOLUTION TO
THE PROBLEM.

I WAS ASKED TO COME HERE TODAY
TO ADDRESS SOME OF THE MORE
TECHNICAL ISSUES THAT WE HAVE
WITH THIS ORDINANCE.

THE FIRST OF WHICH IS THAT THE
ORDINANCE CLEARLY IS INTENDED TO
APPLY THE SHORT TERM OCCUPANTS,
UNFORTUNATELY THE DEFINITION
THAT'S BEING USED BY THE CITY

WOULD ENCOMPASS MORE THAN THAT.
AND SPECIFICALLY WOULD ENCOMPASS
TENANTS AT WILL, MONTH TO MONTH
TENANTS.

SO IF YOU LOOK AT THE DEFINITION
OF THE ORDINANCE, DEFINES THE
SHORT TERM RENTALS AS A TENANCY
OF 30 OR FEWER CONSECUTIVE
CALENDAR DAYS FOR A FEE.

SO FIRST OF ALL USES THE WORD
TENANTSCY.

WE HAVE A GREAT CONCERN FOR
THAT, THESE ARE NOT TENANTS.
THEY ARE LODGERS, AND THIS LAW
REFERS TO THEM AS TENANTS.

WE WOULD HAVE CONCERN WHETHER
TENANCY RIGHTS ARE BEING
AFFORDED TO THEM.

ASK THEY STAY IF THEY'RE NOT
EVICTED, RIGHTS THAT ARE CLEARLY
NOT INTENDED.

MORE IMPORTANTLY IF YOU LOOK AT
A TRADITIONAL TENANCY AT WILL,
IT IS MONTH TO MONTH.

IF I MOVE INTO YOUR PROPERTY
FEBRUARY 21st, MY TENANCY IS
FOR 30 DAYS OR LESS.

CALENDAR MONTH THAT HAS 30 DAYS
OR LESS.

SIGNIFICANT ROB FOR NOT JUST
LANDLORDS BUTTER FOR TENANTS WHO
WANT TO BE MONTH -- BUT FOR
TENANTS WHO WANT TO BE MONTH TO
MONTH TENANTS.

I 30 THAT SHOULD BE SOMETHING
THAT WANT TO BE ADDRESSED IN
THIS ORDINANCE.

LIKEWISE WE HAVE SERIOUS
CONCERNS ABOUT THE FACT THAT THE
ORDINANCE SEEMS TO PENALIZE
PROPERTY OWNERS FOR VIOLATIONS
BY THE TENANTS.

AGAIN THIS ORDINANCE NOT ONLY
ALLOWS THE LANDLORDS TO BE DOING
THIS BUT TENANTS TO BE DOING
THIS.

IF A TENANT VIOLATES THE
ORDINANCE YOU HEARD THE
COMMISSIONER TESTIFY THAT THE
WAY THIS IS INTENDED TO BE
ENDORSED IS THROUGH THE GREEN --
ENFORCED IS THROUGH THE GREEN
TICKETING LAW.

IF THE TENANT IS VIOLATING THE

ORDINANCE WE THINK THAT WOULD
NEED TO BE CLEARLY SPECIFIED IN
THE ORDINANCE BECAUSE CLEARLY IT
DOES NOT APPEAR TO BE.

MOST IMPORTANTLY, ALSO.

THE ORDINANCE SEEMS TO BE
SOMEWHAT UNCLEAR ON THE REAL
ISSUE HERE.

WHICH IS WHAT WE'RE HEARING.
WHICH IS SAFETY AND SECURITY.
RIGHT?

I THINK IT'S THE NUMBER 1 ISSUE
IS THESE PEOPLE COMING IN DOING
SHORT TERM RENTALS AND CREATING,
HAVING PARTIES, USING DRUGS,
DOING THESE OTHER VIOLATIONS
THAT ARE AFFECTING THE
NEIGHBORHOOD.

THIS ORDINANCE DOESN'T HAVE ANY
OF THOSE ISSUES.

WE HAVE A QUESTION WHY THIS
ORDINANCE ISN'T DOING SOME SORT
OF MECHANISM TO STOP THOSE SORT
OF USES, STOPPING WHAT IS THE
REAL ISSUE HERE.

AND FINALLY I WOULD ECHO THE
CONCERNS RAISED ABOUT THE
ENFORCEMENT MECHANISMS HERE.
WE HAVE HAD MANY ORDINANCES
PASSED, MORE AND MORE RESOURCES
AND MORE AND MORE BURDEN ON THE
INSTRUCTIONAL SERVICES
DEPARTMENT, INCLUDING THE
REINSPECTION ORDINANCE WHERE
THEY'RE SUPPOSED TO BE GETTING
OUT AND INSPECTING ALL OF THESE
PROPERTIES.

NOW WE'RE GOING TO PUT A WHOLE
NEW SET OF BURDENS ON ISD TO
MAKE THESE ENFORCEMENTS.

I DON'T KNOW WHO IS GOING IN
THERE, HOW MANY NIGHTS THEY'RE
HERE.

IT JUST SEEMS LIKE WE'RE SETTING
UP AN ORDINANCE THAT CANNOT
POSSIBLY BE PROPERLY ENFORCED.
WE LOOK FORWARD TO WORKING WITH
THE COUNCIL TO COME UP WITH
SOLUTIONS HERE.

WE HAVE CONCERNS WITH THE
LANGUAGES THAT'S DRAFTED AND WE
LOOK FORWARD TO TAKING PART IN
THE WORKING SESSIONS.

>> APPRECIATE YOUR TIME AND

ATTENTION AS WELL.
CONTINUING WITH PUBLIC
TESTIMONY, THANK YOU YOUR
ORGANIZATION FOR COMPILING A
POWERPOINT PRESENTATION SO THE
CHAIR WILL ALLOT SAY SEVEN TO
TEN MINUTES IF YOU CAN GET THAT
DONE WITHIN AT A TIME
CONSTRAINT.
>> THANK YOU, MR. CHAIRMAN.
I APPRECIATE THE OPPORTUNITY TO
ADDRESS THE COUNCIL.
DO I WANT TO COMPLEMENT THE
COUNCIL ON YOUR NEW CHAMBER,
MUCH NICER DESIGN THAN
PREVIOUSLY, I THINK I'M IN THE
NEW MILLENIUM.
REPLY FAME IS IS FOREHEAD
CAVALERRI, I'M CHAIRMAN OF THE
DOWNTOWN CIVIC ORGANIZATIONS,
COMPRISES THE NINE LARGEST
RESIDENT ORGANIZATIONS OF
DOWNTOWN BOSTON.
SOMETIMES WE WANT TO GET
TOGETHER ON ISSUES AND SHORT
TERM RENTALS HAS BEEN AN ISSUE
THAT LAST BEEN AFFECTING ALMOST
ALL OF OUR NEIGHBORHOODS.
WE HAVE BEEN LOOKING AT THIS FOR
THREE YEARS.
I'M FROM THE NORTH END.
NORTH ENDERS THREE, FOUR YEARS
AGO, STARTED NOTICING NOTICEABLY
MORE SINGLE NIGHT USE.
MORE SUITCASES, EXTRA TRASH.
HAPPY TO SHOW YOU SOME OF THE
THAINGS WE FOUND.
FIRST THINL -- THINGS THAT WE
FOUND.
FIRST THING I WANT TO TALK
ABOUT, IF I CAN FIGURE OUT HOW
TO DO THIS.
YES GREAT.THE ORDINANCE WE'RE
TALKING ABOUT I THINK EVERYONE
KNOWS, WE WANT TO SAY WE APPLAUD
THE MAYOR AND THE COUNCIL AND
THE FOLKS ON THE LAST PANEL FOR
GETTING THIS DISCUSSION STARTED.
ROOM RENTALS WE'RE VERY PLEASED
ARE LEFT ALONE IN THE PROPOSED
ORDINANCE WHICH IS THE WAY IT
SHOULD BE.
BECAUSE RENTING OUT ROOMS IS NOT
REALLY CAUSING THE PROBLEMS THAT

MANY PEOPLE TALK ABOUT WHEN WE
TALK ABOUT THE SHORT TERM
RENTALS.

IT IS THE ENTIRE APARTMENT,
ENTIRE HOUSE RENTALS.
THAT'S WHY CHRIS INGALLS AND
OTHERS HAVE BEEN FOCUSING ON
THAT.

WE APPLAUD THAT FOCUS BECAUSE
THAT IS AN APPROPRIATE FOCUS.
OTHER THINGS WE'VE TALK ABOUT,
90 DAY CAM FOR APARTMENT
RENTALS, GREAT.

SIMILAR TREATMENT NOR HOMEOWNERS
AND INVESTORS WHICH IS SORT OF
WEIRD AND I WANT TO GET INTO
THAT.

NO IMPROVEMENT IN FIRE SAFETY
WHICH COUNSELOR FLYNN TALKED
ABOUT AND THAT IS AN ISSUE.
ISZ ENFORCING, WE'RE HOPEFUL
ABOUT, THERE COULD BE A CAPACITY
ISSUE THERE.

AND REALLY NO COMMENT MADE ON
ZONING OR THE TRADITIONAL
CORPORATE RENTAL SPACE.
AND WE WANT TO POINT OUT,
EXTRAPOLATE RENTALS WE THINK ARE
IMPORTANT.

WE THINK IT'S DIFFERENT,
CORPORATE RENTALS THAN A LOT OF
THE STUFF THAT WE'RE TALKING
ABOUT IN THIS SUB30 DAY SHORT
TERM RENTAL MARKET AND I'LL GET
INTO THAT TOO.

BUT THE FIRST THING WE'RE
CONCERNED ABOUT IS THE
CONCENTRATION OF INVESTORS IN
THE BOSTON SHORT TERM RENTAL
SPACE.

WE'RE GOING TO SHOW NUMBERS IN
THIS CHART AND I DON'T KNOW IF
ANYONE CAN EVEN READ THIS CHART.
BUT THIS CHART IS AIRBNB DATA
THAT WE WERE ABLE TO GET OUR
HANDS ON, PUBLICLY AVAILABLE
DATA.

WE ARE REFERENCING AIRBNB.
NOT TO PICK ON THEM, THEY'RE ONE
OF THE PLAYERS BUT THEY'RE 75%
OF THE MARKET, WE'RE ABLE TO GET
DATA TO TALK ABOUT.

THE AIRBNB STATS BEAR OUR
CONCERN ABOUT INVESTOR

CONCENTRATION.

IF YOU SEE ON THE LEFT-HAND COLUMN WHICH IS THE BOSTON-WIDE, IF YOU LOOK AT INVESTOR UNITS THAT ARE CONTROLLED BY INVESTORS THAT HAVE TWO OR MORE UNITS, WHICH WOULD DEFINITIONALLY BE AN INVESTOR CLASS.

OVER 50% OF INVESTOR UNITS BOSTON WIDE NOT JUST DOWNTOWN BOSTON WIDE ARE CONTROLLED BY THIS GROUP.

AND THIS IS AGAIN THE ENTIRE APARTMENT UNITS WE'RE TALKING ABOUT.

DOWNTOWN IT'S EVEN MORE CONCENTRATED.

IN FACT THE BOTTOM LINE ON THE RIGHT HIGHLIGHTED IN YELLOW SHOWS THAT THERE ARE ONLY 17 HOSTS ON AIRBNB, THAT CONTROL 40%, 38%, PRECISELY, OF THE LISTINGS ON AIRBNB AS OF NOVEMBER 2017.

THAT IS DEFINITIONAL CONCENTRATION OF OWNERSHIP. AND THIS IS WHAT ACTUALLY DRIVES HOUSING ISSUES AND HOUSING DISPLACEMENT.

AGAIN I THINK IT'S REALLY FORTUNATE STRESS, THESE ARE NOT THE INVESTORS WE'RE TALKING ABOUT HERE ARE NOT LARGELY CORPORATE RENTAL.

THERE IS CERTAINLY THE CASE THAT MANY CORPORATE RENTAL FOLKS USE AIRBNB TO GET A LITTLE EXTRA BUSINESS AROUND THE EDGES, AROUND THEIR TRADITIONAL MODEL. BUT WE HAVE SPECULATORS THAT HAVE ENTERED THE MARKET TO TO THE LEASES TRADITIONALLY. NEXT IS, YOU KNOW, SO WE TALK ABOUT THAT CONCENTRATION. YOU MAY ASK, WELL WAS THAT SORT OF MORE OR LESS THAN OTHER CITIES.

HOW ARE WE DOING AGAINST OTHER CITIES NOT JUST IN THE U.S. BUT ALL AROUND?

AGAIN, THIS IS A GREAT SOURCE OF CONCERN FOR US AND THIS IS WHY WE AT ADCO, WE NEED TO ELIMINATE THE INVESTOR CATEGORY AND THEN

MAYBE WORK BACK FROM THERE.
COMPARED TO OTHER CITIES, WE
HAVE A MUCH HIGHER CONCENTRATION
OF INVESTOR UNITS.
THREE TO FOUR TIMES THAT OF
OTHER CITIES.
WE HAVE SHOWN SOME STATS HERE.
THIS IS AVAILABLE ON OUR
WEBSITE, WWW.ADCO.BOSTON, IF YOU
WANT TO TAKE A LOOK AT IT IN
SLIGHTLY HIGHER TYPEFACE THAN
YOU ARE PROBABLY ABLE TO SEE
OVER HERE.
BUT WHAT THIS SHOWS IS THE RED
AREAS ARE THE LEADERS.
AND THE BOTTOM TWO LINES ARE
ESSENTIALLY INVEST CONCENTRATION -- INVESTOR
CONCENTRATION.
BOSTON LEADS ALL THE CITIES
SHOWN ON THIS LIST.
BOAST LEADS CAMBRIDGE, WE LEAD
SAN FRANCISCO, WE LEAD
WASHINGTON, D.C, WE LEAD NEW
YORK CITY AND WE LEAD LONDON.
WE LEAD BY A FACTOR OF TEN TIMES
ANONYMITY JUST A FEW POINTS
MORE.
WE NEED TO IF GET A HANDLE ON
THAT AND WE HAVEN'T AT THIS
POINT.
THE LAST THING I WOULD SAY ON
THIS SLIDE IS, WE HAVE A LITTLE
BACK AND FORT ABOUT AFTERNOON
AFFORDABLE HOUSING CRISIS VERSUS
A HOUSING CRISIS.
WE HAVE AN OVERALL HOUSING
CRISIS.
WHAT THIS CONCENTRATION MEANS IS
MIDDLE CLASS RENTS GO UP AND
WHAT THAT MEANS IS THE
UNCONTROLLED PART OF THE
NONSUBSIDIZED NONAFFORDABLE
HOUSING PART OF THE MARKET,
RATES ARE GOING TO START
ROCKETING AND OLOT OF STUDIES
ARE SHOWING THE CORRELATION.
WE DON'T WANT TO BECOME A CITY
THAT'S HOLLOWED OUT IN THE
MIDDLE AND RICH PEOPLE LIVING IN
\$10 MILLION APARTMENTS IN THE
SKY AND EVERYONE ELSE.
IF WE WANT AN AFFORDABLE HOUSING
TAX BASE WE NEED TO APPROACH
THIS PROBLEM.

JUST VISUALLY I WANT TO SHOW YOU
THE INVESTOR UNITS IN THE
DOWNTOWN ADCO NEIGHBORHOODS.

THE BLUE -- I'M SORRY GREEN DOTS
SHOW THE AIRBNB UNITS THAT ARE
ACTUALLY CONTROLLED BY MULTIUNIT
HOSTS OR INVESTORS.

WE'LL OVERLAY ON TOP OF THOSE
THE RESIDENTIAL UNITS.

YOU'LL SEE THE RESIDENTIAL UNITS
ONES THAT ARE OFFERED BY A
SINGLE RESIDENT WHO WANTS TO
LIKE RENT THE SECOND FLOOR OF
THEIR DOUBLE DECKER, TRIPLE
DECKER.

IT IS A DANGEROUS SPLIT, A SPLIT
THAT WE DON'T SEE IN ANY OTHER
PART OF THE CITY AND A SITUATION
THAT NEEDS TO BE RECONCILED.

WE TALKED ABOUT SOME STUDIES.

I WANT TO POINT OUT, SHOLA
DILLON MENTIONED A STUDY THAT
WAS DONE WITH AN MIT RESEARCHER.
THERE IS A LOCAL ELEMENT DOES
WITH THAT TOO.

THERE WAS A STUDY INDONE IN NEW
YORK CITY THAT SHE DIDN'T
MENTION THAT TALKS ABOUT HOW, IN
GREENWICH VILLAGE, HIGH
CONCENTRATION OF AIRBNB UNITS,
NOT AS HIGH AS BOSTON, NEW YORK
CITY HAS MEASURED WHAT WOULD
HAVE BEEN A 5% VACANCY RATE,
WHICH THEY ALREADY CONSIDER A
VERGE OF A HOUSING MERGE, WAS
DEPRESSED INTO 2.5% VACANCY
BECAUSE OF AIRBNB.

THEIR ANALYSIS LOOKED AT
EVERYONE.

WE CAN'T ALLOW THIS TO HAPPEN.
THIS LED TO RENT RATE RISES MUCH
HIGHER THAN WHAT SHEILA DILLON
SAID.

IF OUR HIGH CONCENTRATION
MARRIES WITH NUMBERS LIKE THESE.
I TALKED ABOUT CORPORATE RENTALS
AND HOW THAT'S A REALLY NOBLE
PURPOSE AND WE NEED TO SAVE THE
CORPORATE RENTAL MARKET.

BUT THERE ARE OTHER INVESTORS
THAT WE ARE REALLY CONCERNED
ABOUT AND THERE IS A NEW BREED
OF INVESTORS.

SOME MIGHT HAVE HEARD ABOUT

ANTHONY, THE INFAMOUS ANTHONY OF AIRBNB 2016, NO LONGER THOIND ANTHONY ACTUALLY LISTED, IT'S ACTUALLY DOMIO.

ANTHONY AND FOLKS LIKE THAT COMPANY DOMIO, ARE INVOLVED IN ESSENTIALLY A STEALTH ROLLUP OF LEASES.

WHAT THE BUSINESS MODEL IS THAT THE COMPANY WHICH IS A NEW YORK CITY COMPANY HAS AN OUTBOUND CALL CENTER, BUNCH OF PEOPLE MAKING CALLS INTO REAL ESTATE OFFICES IN BOSTON TRYING TO GET LEASES BY THE DOZEN.

SIGNING UP FOR LEASES CLAIMING THAT THEY'RE GOING TO BE IN THE CORPORATE RENTAL MARKET BUT THEY PUT IT ON AIRBNB.

THIS IS MUIR SPECULATION.

THIS IS TAKING IS -- THIS IS PURE SPECULATION.

THIS IS TAKING HOUSING STOCK OFF THE MARKET, PURE AND SIMPLE. NO BETTER ILLUSTRATION THAN LOOKING AT THIS PARTICULAR PLAYER.

SOME PEOPLE HAVE SAID THIS IS CAPITALISM.

THIS ACTUALLY ISN'T, BECAUSE CAPITALISM SURVIVES THE DAYLIGHT OF TRANSPARENCY.

PLAYS LIKE THIS WOULD NOT.

I'M SURE YOU'RE SEEING THIS PLAY FOR THE FIRST TIME AND YOU'RE THINKING IT'S SHOCKING, PEOPLE ARE AGGREGATING LEASES, IT'S A COOL ARBITRAGE PLAY THAT SOME FINANCIAL PERSON CAN PLAY.

IT'S NOT THE WAY WE SHOULD BE TREATING THE HOUSING MAJORITY. REGULATION IS AT ITS VERY CORE INTENDED TO STOP PLAYS LIKE THERE AND WE HAVE TO STOP PLAYS LIKE THIS.

THE LAST THING WANTED TO TALK ABOUT WAS ZONING.

EVEN THOUGH THE ORDINANCE REALLY DOESN'T LEAN INTO ZONING MANY I COULD WANT TO THOAT THAT ZONING CATEGORIES DO EXIST FOR SHORT TERM RENTAL EXECUTIVE SUITE KIND OF PLACES.

THIS IS THE BOSTON ZONING MAP,

RED MEANS IT'S FORBIDDEN.
AND YELL, AND BLUE, IT'S
ALLOWED.

FAIRLY ORDERLY.

I WILL POINT OUT THAT FOR SOME
REASON ISD CHOSE TO SUSPEND THIS
ZONING CATEGORY IN 2014 ON A
MEMO THAT THEY WROTE, STILL ON
OUR ADCO WEBSITE, THESE ZONING
RULES ARE STILL NOT ENFORCED.
THIS IS WHERE THE AIRBNBS ARE ON
THE MA'AM.

CLEARLY MANY OF THEM IN
FORBIDDEN AREA.

WE CAN HAVE A DEBATE OVER
WHETHER A CERTAIN DEPARTMENT IN
THE CITY CAN WRITE CODE, THAT
WOULD BE AN INTERESTING DEBATE
FOR YOU TO HAVE INTERNALLY.
BUT IN THE IMPLEMENTATION OR
LATTER STAGES OF TALKING ABOUT
THIS ORDINANCE WE REALLY NEED TO
CIRCLE BACK TO ZONING.

ZONING LAST CONSEQUENCES AND
EITHER YOU HAVE IT OR YOU DON'T.
THIS IS CLEARLY AN EXAMPLE OF US
SAYING, WE'RE NOT GOING TO DO IT
AND THIS IS WHAT HAPPENS.

LAST COMMENT, FIRE SAFETY.

I THINK COUNSELOR FLYNN BROUGHT
THIS UP AND I THINK HE MADE SOME
REALLY GOOD POINTS.

IT'S MONITOR TO KEEP IN MIND
THAT SHORT TERM BE, WHY THESE
WOULD BE INSPECTED EVERY FIVE
YEARS IS A MYSTERY TO US.

WE NEED HIGH FIRE DETECTION,
SPRINKLERS ET CETERA, WE DON'T
NEED TO WAIT FOR A FIRE DISASTER
OR DEATH TO TAKE THIS SERIOUSLY.
WE HOPE THAT THE WORK GROUPS
WILL ADDRESS SAFETY, FIRE
ISSUES, THE WAY THAT GROUPS CAN
LIST AN AIRBNB AND SIMILAR
PLATFORMS.

THE PRIOR SPEAKER MADE AN
EXCELLENT POINT, ALL THE
LIABILITY RESTS WITH THE OWNER
AND SOMEHOW THAT'S GOT TO BE
FIXED.

SO IN CLOSING I JUST WANT TO SA
SAY, WE THINK THE FIRST THING
YOU THE NEED TO DO IS GET RID OF
INVESTOR UNITS.

[APPLAUSE]

>> THEY SHOULD BE DISALLOWED HE ENTIRELY.

AS THEY DID IN SAN FRANCISCO, BERLIN, I COULD GO ON AND ON ABOUT ALL THE CITIES THAT HAVE DONE THIS BUT I WON'T.

IF WE ELIMINATE THEM THEN MAYBE WITH LIKE A HOSPITAL STAY EXEMPTION WE FIGURE OUT THOSE THINGS THAT WE WANT TO BRING BACK IN.

OPTING THEM OUT RATHER THAN OPTING THEM IN AS THE DEFAULT IS A MUCH BETTER SITUATION, ESPECIALLY CONSIDERING THE CONCENTRATION WE HAVE.

WE ALSO BELIEVE WE MUST ASK MORE OF THE LISTING SERVICES LIKE AIRBNB.

INCLUDING TOTAL TRANSPARENCY. SHARING THE FULT DATA WITH THE CITY.

-- FULL DATA WITH THE CITY.

WHAT KIND OF DEAL IS IT TO PROVIDE A TAX CHECK BUT NO AUDITABLE SITUATION, WHERE THE MONEY CAME FROM.

THAT'S CRAZY.

WE NEED TO FIX ARE THAT.

WE ALSO NEED HELP IN THINGS LIKE REGISTRATION AND NOTIFICATION OF NEIGHBORS TO HIT 100%

COMPLIANCE.

WE ALSO THINK BOSTON NEEDS TO BE HELD TO HIGHER HOTEL LEVEL SAFETY STANDARDS FOR OR SHORT TERM RENTAL UNITS AND LATER ON WE VERY MUCH HOPE AT A BOSTON WILL THOROUGHLY ADDRESS CORPORATE RENTALS AND ZONING ADJUSTMENTS AND ENHANCEMENTS IN THE IMPLEMENTATION PHASES OF THIS ORDINANCE.

SO I THANK YOU VERY MUCH.

AND IF YOU HAVE ANY QUESTIONS YOU GUYS KNOW HOW TO GET IN TOUCH WITH ME.

THANK YOU VERY MUCH.

[APPLAUSE]

>> THANK YOU FORD AND THANK YOU TO THE ALLIANCE OF DOWNTOWN CIVIC ASSOCIATION HE FOR COMPILATION OF THE STATS AND

FIGURES HERE.

SO ANYONE LOOKING TO GET A COPY
OF THIS CAN HAVE STAFF MAKE
COPIES IF FOLKS WISH TO TAKE
THAT HOME.

CHAIR RECOGNIZES CITY COUNCILOR
FRANK BAKER.

>> FORD CAN YOU NAME THE GROUPS
THAT MAKE UP YOUR NEIGHBORHOOD?

>> IT'S FROM FENWAY TO CHINA
TOWN, FROM NORTH END TO SOUTH
END.

NORTH END RESIDENTS ASSOCIATION,
WEST END CIVIC, DOWNTOWN BOFLTS
RESIDENTS ASSOCIATION, IT IS
CHINATOWN RESIDENTS ASSOCIATION,
BEACON HILL CIVIC, FENWAY CIVIC,
BAY VILLAGE RESIDENTS
ASSOCIATION AND THE SOUTH END
NOWRM.

DID I MAKE NINE?

>> YOU GOT 'EM.

THANK YOU.

>> NO CHARLES TOWN?

>> NOT AT THIS TIME.

WE'VE BEEN TALKING QUITE A BIT
TO JEFFREY'S POINT IN EAST
BENEFIT, FOLKS IN CHEARLSTOWN,
AND VARIOUS -- CHARLESTOWN, THE
SEA PORT ONE OF THE HOTTEST
PLACES FOR AIRBNB.

THEY HAVE BACKED UP SEWAGE BUT
NO RESIDENT OF ASSOCIATIONS,
THEY DON'T HAVE ANY NOW.

>> THANK YOU.

>> WE'VE ALSO BEEN JOINED BY
CITY COUNCILOR MATT O'MALLEY.

>> THANK YOU CHAIR.

ON THE ZONING MAPS WHICH YOU
SHOWED WHICH IS VERY IMPRESSIVE
IS THAT JUST AIRBNB PLATFORM OR
IS THAT MULTIPLE PLATFORMS?
USING AIRBNB LIKE KLEENEX?

>> IT'S AIRBNB.

I'M NOT TRYING TO PICK ON
AIRBNB.

BUT WE HAVE THE DATA FOR AIRBNB.
IT'S REALLY HARD TO GET DATA IN
VRBO AND HOME STAY, BECAUSE
THEY'RE SMALLER FIRMS.

THOSE TWO FIRMS ARE OWNED BY
EXPEDIA, YOU WOULD THINK IT
WOULDN'T BE HARD TO GET BUT
AIRBNB HAS THE DATA OUT THERE.

THERE ARE MANY MONITORING SERVICES THAT MONITOR AIRBNB. SO THAT'S WHY WE HAVE AIRBNB DATA.

>> THANK YOU.

>> SURE.

>> COUNCILOR WU.

>> THE SOLUTION, THE PROBLEM BEING THIS IS REALLY SUPPLY AND DEMAND ISSUE AND CLEARLY AIRBNB IS TAKING UNITS OFF OF OUR SUPPLY.

WE'RE TRYING HARD TO SQUEEZE UNITS BACK ON, WE'RE LOOKING AT HOUSING ON TOP OF LIBRARIES HOUSING IN ALL THESE DEVELOPMENTS AND HERE ARE THOUSANDS OF UNITS THAT COULD COME BACK ONLINE FOR LONG TERM TENANTS.

CHIEF DILLON'S ESTIMATE IS 2,000 LONG TERM UNITS.

ANY ESTIMATE FROM ADCO HOW MANY THOUSANDS OF UNITS WOULD BE CONSIDERED COMING BACK ONLINE?

>> SURE, I WANT TO CLARIFY WHAT I THINK SHEILA DILLON WAS SAYING THERE.

WHICH WAS 235 IS NOT THE NUMBER OF NIGHTS RENTED BUT THE NUMBER OF NIGHTS LISTED TO GET INTO HER TIPPING POINT.

AND THAT GOES DOWN BECAUSE IT'S ROUGHLY A 3 TO 1 LIST TO RENT RATIO, IF YOU LOOK AT THE AVERAGES OF THE INDUSTRY, GETS YOU BACK TO 90 DAYS WHICH I THINK IS HOW THEY GOT THEIR 90 DAY NUMBER.

MANY STATISTICAL STUDIES HAVE SHOWN THAT 60 DAYS IS THE TIPPING POINT NOT 90 DAYS.

IF YOU GO ABOVE 60, THAT IS WHEN YOU'LL START THIS PHENOMENON.

I CAN'T TELL YOU THE EXACT NUMBERS AS THEY RELATE BACK INTO BOSTON SITUATION.

I CAN POINT YOU TO THE STUDY, UMASS STUDY.

60 IS THE TIPPING POINT, 90 IS PRETTY HIGH.

LAST THING I WOULD SAY ABOUT THAT TOO, IT IS SORT OF A BLUDGEON, 90 DAYS.

IF YOU ARE GOING TO SAY
INVESTORS AND RESIDENTS, THAT'S
LIKE SAYING YOU'RE GOING TO COME
UP WITH A CONDIMENT THAT WORKS
FOR CAKE AND HAMBURGERS.
THEY'RE TWO TOTALLY DIFFERENT
THINGS AND THE NUMBER YOU CHOOSE
WOULD HOPEFULLY BE VERY
DIFFERENT.

WE ARE HOPING THE CATEGORY YOU
CHOOSE IS ZERO.

>> CAN YOU STAY WITH THIS BOARD
FOR A MINUTE?

>> SORRY FORD, I'LL BE BRIEF.

I WANT TO THANK YOU FOR ALL THE
WORK YOU'VE DONE.
THE REPORTS THAT HAS COME TO ALL
OF US HAS BEEN INCREDIBLY
HELPFUL.

MY QUESTION IS IN YOUR
EXPERIENCE LAST AIRBNB AS
OPPOSED TO THE OTHER PLATFORMS
BEEN COOFN WITH THESE EFFORTS IN
OTHER -- COOPERATIVE OF THESE
EFFORTS IN OTHER CITIES?

HAVE THEY BEEN HOSTILE?

THAT SEEMS TO ME LIKE A GOOD
SIGN TO ME, THAT YOU'VE GOTTEN
LOT OF DATA.

HOW DOES THIS WORK, LIKE AN
DWAIRLT PROCESS LIKE WITH UBER A
WHILE AGO OR IS IT GOING TO BE
COOPERATIVE?

>> WE HAVE A LOT OF DATA DUE TO
ADVOCATES IN OTHER CITIES THAT
HAVE ACTUALLY COLLECTED THE
DATA.

NOT TO SAY THEY WOULDN'T SHARE
DATA, BUT THEY HAVE SHARED DATA
WITH SOME CITIES.

GETTING DATA FROM AIRBNB.

AIRBNB CAN CORRECT ME IF I'M
WRONG, IT'S NOT NATURALLY GIVEN
AND IT TOOK SAN FRANCISCO TO GO
TO COURT AFTER THEY HAD A 2015
ORDINANCE THAT LARGELY FAILED
AND ONLY GOT 28% COMPLIANCE ON
REGISTRATION.

THEY DECIDED WE NEED AIRBNB TO
DO MUCH MORE STUFF FOR US AND WE
WANT ALL THE DATA AND THEY
FOUGHT IN QUORT AND WON.

AIRBNB HAD CLAIMED INTERNET
PRIVACY AND THAT THEY WERE

MERELY A FACILITATOR TO A TRANSACTION, RATHER THAN AN ACTUAL PARTICIPANT IN THE TRANSACTION.

THE COURTS FOUND DIFFERENTLY AND THEY FORCED -- THEY SIDED WITH SAN FRANCISCO AND SAN FRANCISCO HAS ALL THE DATA.

AND I WOULD JUST POINT OUT TO THE CITY COUNCIL A LEGAL PRECEDENT HAS BEEN SET.

SO DON'T BE SHY ABOUT ASKING.

I WOULD ALSO POINT OUT TO

AIRBNB.

TRANSPARENCY IS FINE.

YOU KNOW, COMPANIES LIKE NETFLIX THAT HAVE EMBRACED

TRANSPARENCIES AND HOW THEY PAY ROYALTIES HAVE ACTUALLY

EXPERIENCED PROFOUND GROWTH

AFTER THE POINT IN TIME THEY

DECIDED TO TAKE THE STEP TO THE LONG TERM BUSINESS MODEL THAT IS

THE MOST DAYLIGHT-FILLED.

I THINK AIRBNB HAS DONE THAT AND

WILL BE GREAT AFTER THAT

TRANSITION.

>> I WANT TO ECHO THE

STATEMENTS, YOU USE AIRBNB AS

SORT OF A KLEENEX OR SYRACUSE.

ARE

DISEERKS.

DEER XEROX.

A VICTIM OF THEIR OWN SUCCESS.

>> COUNCILOR.

>> I WANT YOU TO TALK ABOUT THAT

IN ADCO'S POSITION AND ALSO I

RECALL HEARING SOME DIFFERENCES,

YOU HAD SOME DIFFERENT

APPROACHES I THINK ADCO DID

COMPARED TO CAMBRIDGE AND THEIR

AIRBNB REGULATIONS.

>> OKAY.

LET ME FIRST SAY MANY PEOPLE WHO

ARE PARTICIPATING ON THE AIRBNB

PLATFORM ARE ACTUALLY RENTING

ROOMS OUT.

IF YOU LOOK AT THE MIX OF

LISTINGS, ENTIRE APARTMENTS AND

ROOMS, IT IS PREDOMINANTLY

ENTIRE APARTMENTS CITYWIDE,

REALLY PREDOMINANTLY ENTIRE

APARTMENT, IN THE DOWNTOWN AREA,

AND IN THE OUTSIDE AREAS, THAT

BECOME LESS DENSELY POPULATED,
ONE OF THE THINGS ABOUT THE
ORDINANCE THAT IT SAYS GO DO
THOSE, THAT'S FINAL.
THERE IS NO 90 DAY CAP ON THAT
AND WE THINK THAT THAT'S GREAT.
THAT ACTUALLY IF YOU THINK ABOUT
IT ADDS TO HOUSING SUPPLY RATHER
THAN TAKING IT AWAY.
SOMEONE'S YOU KNOW UNUSED HOME
IN THE HOUSE BECOMES A ROOM THAT
CAN BE USED.
WE THINK THAT'S GREAT, WE TOTAL
HI SUPPORT THAT.
WHEN WE LOOK AT WHAT CAMBRIDGE
DID AND CAMBRIDGE HAS AN
ORDINANCE THAT BASICALLY SAYS A
RESIDENT CAN LIST ONE UNIT AND
IF THEY'RE AN OWNER THEY CAN
HAVE AN ADDITIONAL UNIT.
WE THINK THAT THAT'S ACTUALLY
WORKABLE.
IT CAN BE WORKABLE IF YOU HAVE
AN OWNER-OCCUPIED BUILDINGS AND
YOU HAVE SOMEONE ELSE, YOU KNOW,
YOUR OWN UNIT THAT YOU CONTROL
AND YOU'RE RIGHT THERE, THAT'S
WHY WE THINK CAMBRIDGE DID IT.
THERE WAS A PROTRACTED DEBATE
AND THEY GOT TO IT AS A
COMPROMISE POINT.
YOU GUYS CAN HAVE THE SAME KIND
OF DEBATE.
THE ONE THING WE'RE CONCERNED
ABOUT IN THE CAMBRIDGE
ORDINANCE, ONE THING, THE FIRE
REGULATIONS ARE TERRIBLE.
THAT NEEDS TO CHANGE IN BOTH
CITIES.
THE OTHER THING IN CAMBRIDGE IS
THAT THEY DON'T HAVE ANY
RESTRICTIONS, ANY MEANINGFUL
RESTRICTIONS ON TENANTS
RELISTING AND THAT CREATES
SOMETHING CALLED THE LESSEE
LOOPHOLE.
TENANT RESTRICTIONS, WISELY
COUNCILOR BAKER TALKED ABOUT CAN
I REALLY DO ALL THIS STUFF AND
IT'S A GOOD QUESTION.
BUT IF YOU ALLOW TENANTS TO LIST
AND IF FOR INSTANCE HAD
CAMBRIDGE WHETHER TENANTS CAN
LIST BUT YOU'RE -- WHEN

ATTENDANTS CAN LIST AND NOT GOING TO BE ALLOWED TO HAVE MORE THAN ONE, TWO UNITS, AFTERNOON AREA LIKE EAST CAMBRIDGE WHERE 40% OF THE UNITS ARE TENANT-OWNED, SUDDENLY GOING TO HAVE AN OWNER-OCCUPANT IN THEM AND RENT THEM OUT FOR HOW MANY DAYS ALLOWED, IN CAME BRUJ I DON'T THINK THEY HAVE AN UPPER AMOUNT.

WE HAVE TO BE VERY CAREFUL HOW WE MANAGE TENANT LEASES NOT JUST FOR LIABILITY ISSUES AS LYDIA YOU'VE BROUGHT UP BEFORE BUT ALSO BECAUSE OF THIS LESSEE LOOPHOLE THAT YOU HAVE THERE WHICH IS A COUSIN OF THE INVESTOR LOOPHOLE.

>> ANY FILTER ARE FURTHER QUESTIONS?

-- FURTHER QUESTIONS?

THANK YOU FORD FOR YOUR CONVERSATION AND ADDING TREMENDOUS VALUE, I LOOK FORWARD TO WORKING WITH YOU AND KEEPING ABREAST OF THE SITUATION.

>> THANK YOU, CHAIRMAN.

>> FOLKS WE HAVE TWO MICROPHONES HERE.

[APPLAUSE]

>> SO I'M GOING TO ASK FOR THIS MICROPHONE HERE, YU HIN SANG, QUON BEWA, WU ME GIN, WA ME SI SING, GROLIAN, GOSICH, STARTING ON THE ODOR SIDE, MARIA BRARNDAU, PETER BRANDAU, TAVARES.

SIR IF YOU COULD INTRODUCE YOURSELF AND ANY AFFILIATION YOU HAVE AND BRIEF AND SUSES SINGT AS POSSIBLE.

I'LL GIVE YOU TWO TO THREE MINUTES.

[CHINESE]

>> MY NAME IS HAN SUNG YU. I'M CO-CHAIR OF THE CHINESE ASSOCIATION.

I'M HERE TODAY TO ASK FOR YOUR SUPPORT TO REGULATE SHORT TEMP RENTAL.

NESS -- TERM RENTAL.

I'VE LIVED IN BOSTON FOR MANY YEARS AND I SEE SHORT TERM

RENTALS NEGATIVELY IMPACT
FAMILIES IN CHINATOWN.
NEAR WHERE I LIVE, THERE IS SOME
HOUSES WHERE 15 UNITS, THESE ROW
HOUSES HAVE THREE FLOORS.
AND I'M REFERRING TO THE 2931
AND 33 X STREET, THERE USED TO
LONG TERM FAMILIES LIVING THERE.
>> UNDER THEN -- AND THEN
RECENTLY I'VE SEEN THAT THE ROW
HOUSES WERE TRANSFERRED TO NEW
RENTALS AND THESE UNITS OUT OF
THOSE 15 UNITS I'VE SEEN FIVE OF
THEM AT LEAST HAVE BEEN
CONVERTED INTO SHORT TERM
RENTALS AND I'VE SEEN STRANGERS
AND TOURISTS COMING IN AND OUT
OF THE BUILDING.

THE LANDLORDS TURN THE ENTIRE
BUILDING INTO SHORT TERM RENTALS
AND THE TOURISTS AND STRANGERS,
COME IN AND OUT OF THE BUILDING,
WITH SAFETY AND HEALTH ISSUES.
THERE IS DRUG USE, PARTIES, AND
MAKING, REALLY DIRTY AND REALLY
NOISY.

>> I'VE LIVED THERE FOR 20
YEARS, AND I HAVE LIVED THERE
FOR A LONG TIME AND HAVE SEEN
THE COMMUNITY GROW BUT BECAUSE
OF SHORT TERM RENTALS NOW I
DON'T RECOGNIZE ANY OF THEM, I
DON'T RECOGNIZE THE PEOPLE
COMING INTO MY NEIGHBORHOOD.
A LOT OF IMMIGRANTS COME TO
CHINATOWN TO MAKE A LIVING, A
LOT OF THEM IMMIGRANT FAMILIES
AND I'VE SEEN THAT BECAUSE OF
THIS SHORT TERM RENTAL LONG TIME
FAMILIES ARE FORCED TO MOVE OUT
AND THEN TOURISM AROUND
STRANGERS COMING IN AND A LOT OF
FAMILIES CANNOT AFFORD TO STAY
IN THESE BUILDINGS ANYMORE.
AND I'VE ALSO SEEN THAT THE
LANDLORDS DIDN'T CARE.
THEY DIDN'T CARE ABOUT THE
NEIGHBORS, AND WHAT THE LODGERS
ARE COMING TO DO.
THIS IS A SERIOUS PROBLEM IN
CHINATOWN.
THEREFORE I ASK FOR YOUR SUPPORT
TO REGULATE THESE SHORT TERM
RENTALS TO FOLLOW THE OTHER

CITIES' EXAMPLES SO THAT
IMMIGRANT FAMILIES WHO IMMIGRATE
HERE CAN HAVE A HOME IN BOSTON
CHINATOWN.

THANK YOU FOR LETTING ME SPEAK
TODAY.

>> THANK YOU MR. YU.

MR. WAWNG.

MR. WONG.

[CHINESE]

>> MY NAME IS MA BEN WONG I LIF
IN CHINATOWN, 21 EDINBOROUGH
STREET.

WHERE I LIVE USED TO BE
AFFORDABLE HOUSING, BUT IT'S NOT
AFFORDABLE HOUSING ANYMORE.

IT USED TO BE THAT BUILDING USED
TO BE \$600 AND NOW IT IS \$1300.

THAT IS MORE THAN HALF OF MY
MONTHLY INCOME.

AND THAT HAS REALLY IMPACTED A
LOT OF CHINESE WORKING CLASS
FAMILIES WHO WORK THERE.

AND THESE LANDLORDS USE THESE
PRIVATE PROPERTIES, TURN THEM
INTO BLACK MARKET HOTELS, DON'T
PAY TAXES AND THEN THEY DON'T
PAY ENOUGH TAXES, ALWAYS BRING
IT BACK TO WORKING CLASS
FAMILIES AND THEN THESE

BUILDINGS TURNING INTO SHORT
TERM RENTAL HOTELS LED TO UNSAFE
ENVIRONMENTS FOR MY FAMILY.

SAFETY IS A HUGE ISSUE WITH THE
REGULATION, AND ANY FORM OF
REGULATION, SPECULATORS OR
LANDLORDS RENTING THESE UNITS
LIED TO SAFETY PROJECTS,
NEIGHBORHOODS.

I SERIOUSLY HOPE THAT CITY
COUNCIL WILL CONSIDER THE
PROPOSAL TO REGULATE SHORT TERM
RENTALS.

THANK YOU.

>> THANK YOU.

[CHINESE]

>> MY NAME IS MAY CHIN WOO, I'VE
LIVED IN CHINATOWN FOR MANY
YEARS AT 22 TO 30 OXFORD STREET
AND REPRESENT 19 HOUSING UNITS.

AND WE HAVE VARIOUS HOUSING
COMPOSITIONS THIS THOSE UNITS
INCLUDING ELDERLY COUPLES,
SINGLE PARENT HOMES AND YOUNG

FAMILIES.

IN NOVEMBER 2016, OUR BUILDING WAS TURNED IN, LANDLORD, LANDLORD INSTITUTED A RENTAL INCREASE.

SINCE THEN WE HAVE FORMED A TENANT ASSOCIATION, TO NEGOTIATE A LONG TERM LEASE WITH REASONABLE RENT INCREASE.

IN ACCORDANCE TO THE COST OF LIVING INCREASE AND FOR THE LANDLORD TO MAKE BASIC REPAIRS.

AND SINCE THE NEGOTIATION STARTED, WE HAVE STILL NOT REACHED AN AGREEMENT WITH OUR LANDLORD AND ALL TENANTS WITH LONG TERM LEASE WITH OUR LANDLORD.

AS A MEMBER AND A RESIDENT IN CHINATOWN, WE WANTED TO STAY IN OUR HOMES IN OUR NEIGHBORHOOD.

MANY OF US LIVING IN CHINATOWN WORK IN CHINATOWN HAVE CHILDREN WHO GO TO SCHOOL AND TAKE AFTER SCHOOL PROGRAM IN CHINATOWN.

AND CHINATOWN IS ONE OF THE FEW PLACES WHERE WE CAN FIND HOUSING.

BUT A LOT OF THESE PLACES IN CHINATOWN ARE NOT AFFORDABLE TO US ANYMORE.

OUR LANDLORD ALSO OWNS 25 HARRISON STREET, THERE ARE PLANS TO TURN THE BUILDING WHICH NEEDS TO BE AFFORDABLE HOUSING, INTO A HOTEL PROPOSAL.

AND UP UNTIL NOW THE LANDLORD STILL HAS NOT COME TO AN DISAGREEMENT, HAS NOT DISAGREED TO SIGN A LEASE, AND -- AGREED TO SIGN A LEASE.

WE DON'T KNOW WHAT IS GOING TO HAPPEN TO OUR LIVES, AND WHEN WE'LL BE FORCED TO MOVE OUT.

AND IN CHINATOWN, THERE ARE MORE AND MORE UNITS USED NOW EAS ASSHORTLY TERM RENTAL.

AND A LOT OF LANDLORDS WANT TO KICK OUT TENANTS IN THEIR BUILDING SO THEY CAN CONVERT TO SHORT TERM RENTAL.

AND A LOT OF THESE UNITS USED TO BE THE HOMES FOR A LOT OF LONG TIME FAMILIES, AND THESE UNITS

ARE FAME ORIENTED, USED TO BE
FAMILY ORIENTED.

I STRONGLY URGE THAT CITY
COUNCIL GIVE SHORT TERM RENTALS
TO PROTECT OUR NEIGHBORHOOD SO
WE CAN ALSO STAY IN OUR HOMES,
THANK YOU.

>> THANK YOU MRS. WU.

MARIA BRANDAU, IS THAT HOW YOU
SAY YOUR NAME?

>> MY NAME IS STACY TRAVERRS.
I'M ANNAL AIRBNB HOST MYSELF.
IT BRINGS UP SPLENT INCOME FOR
HOMEOWNERS.

WITH THAT BEING SAID, AS AIRBNB
HOSTS WE ARE LIKE LOCAL
REPRESENTATIVES TO LOCAL
BUSINESSES AND THE COFFEE SHOP
AND I LIVE IN DORCHESTER AND I
KNOW WHERE TO GET A GREAT FU AND
I KNOW HOW TO SUGGEST TO MY
GUESTS HOW TO GET A GREAT
EXPERIENCE IN THE NEIGHBORHOOD.
THAT OPENS UP OPPORTUNITY OR THE
LOCAL BUSINESSES.

AND TRAVELERS WHO OTHERWISE
DIDN'T COME TO BOSTON, WHO CAN'T
AFFORD THE \$600 A NIGHT SEA PORT
HOTEL THEY CAN SAY IN A ROOM FOR
A MAXIMUM \$100 A NIGHT.

SOME UNITS ARE MORE THAN THAT
BUT BRINGING A LOT OF INCOME TO
THE CITY WITH TRAVELERS AND
GUESTS COMING THAT THEY WOULDN'T
HAVE BEEN ABLE TO HAVE AFFORDED
VISITING BOSTON.

I THINK THAT'S REALITY ALL I
HAVE TO SAY.

>> THANK YOU SO MUCH, STACY.

>> BE WAN WA.

>> THE ORDER GOT A LITTLE
CONFUSING.

I'M GOING TO BE READING A
STATEMENT.

THREE FAMILIES USED TO LIVE IN
MY BUILDING.

MY RENT WAS \$1300.

MY LANDLORD BOUGHT THE BUILDING
FOR \$850,000 AND WANTED ALL OF
US TO MOVE OUT.

I WENT TO COURT BECAUSE WE
DIDN'T KNOW WHERE TO FIND
ANOTHER PLACE TO LIVE AND NEEDED
MORE TIME.

MY TWO DAUGHTERS GO TO THE
QUINCY SCHOOL IN CHINATOWN.
MY FAMILY HAVE A LOT OF CHILDREN
AND A LOT OF LANDLORDS DON'T
WANT TO RENT TO US.

AFTER GOING TO COURT MY LANDLORD
HAS AGREED TO LET US SAY LONGER.
AFTER GOING THROUGH A LOT OF
CHALLENGES, MY FAMILY FINALLY
FOUND ANOTHER PLACE IN CHINATOWN
BUT THE RENT WAS MUCH HIGHER.
BECAUSE IT TOOK US A LONG TIME
TO FIND HOUSING, MY LANDLORD DID
NOT RETURN OUR SECURITY DEPOSIT
BACK TO MY FAMILY.

I FOUND OUT THAT 33 OAK STREET
WAS SOLD FOR \$1.75 MILLION THIS
MAY AND THAT THE PRICE DOUBLED
WITHIN FOUR YEARS.

I ALSO KNOW THE NEIGHBORING
BUILDINGS, 29 AND 31 OAK STREET,
ARE ALL USED EXCLUSIVELY FOR
AIRBNB, AND THAT'S WHY THE
SELLING PRICE OF THESE BUILDINGS
WENT UP SO MUCH, SO FAST.

I WAS FORTUNATE TO HAVE BEEN
ABLE TO FIND HOUSING IN ANOTHER
ROW HOUSE IN CHINATOWN BUT I
ALSO WORRY THAT THE SAME THING
MIGHT HAPPEN TO MY CURRENT HOME.
WE ARE SEEING A TREND HAD A LONG
TERM TENANT HOUSING IS TURNING
INTO SHORT TERM HOUSING.

WE ARE AFRAID THAT WE WILL BE
FORCED OUT BY LAND SPECULATION.
THAT'S WHY WE NEED TO IS
REGULATE SHORT TERM HOUSING.

SIN SERIALS, B WA WANP.

>> MY NAME IS MARIA BRANDAU, I'M
HERE TO TESTIFY AN BEHALF OF
AIRBNB AND TO LET YOU KNOW HOW
GOOD AIRBNB OR THE THE
HOMEOWNERS.

I'M SPEAKING ON BEHALF OF HRND A
HOMEOWNER MY SELF.

LIVED IN DORCHESTER FOR 38 YEARS
AND HAD A DREAM LIKE EVERYBODY
ELSE.

WE ARE U.S. CITIZENS AND IN THE
COMMUNITY OF DORCHESTER, IS
WHERE MY CHILDREN GREW UP, BE
THE CITY AND THE NEIGHBORHOOD
THEY KNOW.

THAT'S WHERE THEY CAN FIND PLACE

TO HANG OUT, THAT'S WHERE THEY
CAN FIND PLACE TO ASSOCIATE WITH
THEIR FRIENDS AND SYSTEM
MEMBERS.

IN IT WAS NOT BECAUSE OF AIRBNB,
TODAY I WOULD NOT BE A
HOMEOWNER.

I WENT ON THE SO CLOSE LIST FOR
SO MANY TIMES.

BECAUSE I WAS A SINGLE PARENT, I
COULDN'T AFFORD TO SEND MY KIDS
TO COLLEGE, SUFFERED A HIGH
MORTGAGE AND HAVE FOOD ON THE
TABLE FOR MY CHILDREN.

BECAUSE OF AIRBNB I WAS ABLE TO
DO THAT.

AS A HOMEOWNER MY UNIT HAS
REGULATIONS THAT MY HOST HAS TO
ABIDE BY.

THERE'S NO DRINKING.

THERE'S NO LOUD MUSIC.

THERE'S NO PARTIES.

THERE'S NO TRASH IN THE
BUILDING.

THERE'S NO TRASH IN THE
NEIGHBORHOOD.

BECAUSE I TAKE CARE OF MY
NEIGHBORHOOD.

I MAKE SURE THAT MY NEIGHBORHOOD
LOOKS GOOD.

BECAUSE IF MY NEIGHBORHOOD
DOESN'T LOOK GOOD, I DO NOT LOOK
GOOD.

SO FOR THESE REASONS, I ASK YOU,
CITY COUNCIL, TO PLEASE TAKE A
LOOK AT WHERE THE PROBLEM IS.
FIX THE PROBLEM.

IT'S NOT HOMEOWNERS THAT ARE
TRYING TO MAKE THE ENDS MEET
THAT IS THE -- PROBLEM.

I THINK THE PROBLEM IS THE BIG
INVESTORS COMING INTO THE
COMMUNITY, BUYING MULTIPLE UNITS
AND RAISING THE RENT.

THAT IS NOT LOW INCOME PROBLEM
FOR PEOPLE THAT ARE NOT LOOK FOR
PLACE TO LIVE.

IF YOU AGREE THE WITH ME I THINK
THAT IS NOT SOLVING THE
PROBLEM. AIRBNB ALSO BRINGS ME THE
OPPORTUNITY TO EMPLOY MY OWN
CHILDREN, TO TEACH THEM A SENSE
OF RESPONSIBILITY.

TEACH THEM THE BUSINESS RIGHT IN

MY HOUSE.

I AM A PRIVATE HOMEOWNER.
I BELIEVE THE SAME STANDARDS
THAT APPLY TO A REGULAR RENTAL
FOR 365 DAYS, THE SAME RULE
APPLIES FOR A SHORT TERM RENTAL.
THERE'S NO DIFFERENCE.

I'M JUST GOING THROUGH MY LIST
BECAUSE I DON'T WANT TO MISS ANY
IMPORTANT POINTS.

SO AGAIN, I'M GOING TO ASK YOU
ALL TO PLEASE RETHINK THIS IS
ISSUE.

LOOK AT IT VERY CAREFULLY.
SUPPORT THE HOMEOWNERS BECAUSE
IF YOU ARE GOING FORWARD WITH
THE PLAN THAT I JUST HEARD
EVERYBODY TALK ABOUT YOU'RE
PUSHING ME OUT OF THE -- PUSHING
ME OUT OF THE CITY OF BOSTON.
THEN WHAT'S GOING TO HAPPEN?
GOING TO TURN IT INTO MARQUEE
UNITS THAT ARE RENTED AT A VERY,
VERY HIGH MARKET PRICE AND
YOU'RE STILL NOT GOING TO SOLVE
THE LOW INCOME PROBLEM.

OKAY?

SO I ASK FOR YOUR SUPPORT AND I
ASK YOU TO PLEASE TAKE A LOOK
WHAT THE PROBLEM IS, SOLVE THAT
PROBLEM FIRST.

THE PROBLEM IS NOT IN
DORCHESTER.

THE PROBLEM IS IN THE AREA WHERE
THIS HIGH-INCOME POPULATION, AND
YOU KNOW VERY WELL WHERE THEY
EXIST.

SO PLEASE TAKE THAT INTO
CONSIDERATION AND I THANK YOU
ALL FOR ALL YOUR TIME.

[APPLAUSE]

>> MARIA, JUST COUNCILOR WU HAS
A QUESTION OF YOU.

>> JUST CURIOUS.

TALKING ABOUT SO MANY DIFFERENT
TYPES OF HOST SITUATIONS.
COULD YOU JUST VERY QUICKLY LET
US KNOW, DO YOU, WHEN YOU SAY
YOU'RE A HOST, YOU'RE AN AIRBNB
HOST, DO YOU OWN A WHOLE
BUILDING AND HOW MANY OF THOSE
UNITS DO YOU RENT OUT FOR AIRBNB
ALL THE TIME OR IS IT JUST WHEN
YOU'RE NOT AT THE HOUSE OR --

>> I AM A THREE-FAMILY OWNER.
I HAD TENANTS ON TWO OF THE
UNITS AND I LIVE IN THE
PROPERTY.
SINCE I BOUGHT THE PROPERTY I'VE
NEVER MOVED OUT OF DORCHESTER
AND I STILL DON'T HAVE A PLAN OF
MOVING OUT OF DORCHESTER.
I WORK IN BOSTON.
DOES IT MAKE SENSE FOR ME TO
SELL MY PROPERTY AND MOVE OUT OF
THE AREA, JUST BECAUSE THE MONEY
IS GOOD TO SELL YOUR PROPERTY.
NO, THAT'S NOT FOR ME.
I ONLY HAVE ONE UNIT RENTED FOR
AIRBNB.
AND THE REASON I RENT IT IS
BECAUSE THE TENANT I HAD MOVED
OUT.
HI PROBLEMS FOR TENANTS IN THE
PASS HI MONTHS AND MONTHS WITH
NO INCOME COMING IN AND THAT'S
WHY I DIDN'T WANT, I DIDN'T WANT
TO STAY THAT CHANCE AGAIN OF
GOING ON THE FORECLOSURE LIST.
>> WHEN YOU HAVE AIRBNB DO YOU
USE IT JUST ON THE WEEKENDS FOR
FOLKS OR IS THERE SOMEONE IN
THERE ALMOST EVERY DAY?
OR WHAT?
>> IT DEPENDS.
IT DEPENDS ON THE SEASON.
THERE ARE IN THE PAST TWO OR
THREE MONTHS I HAD NOBODY IN THE
BUILDING.
IT IS A VERY LOW SEASON RIGHT
NOW FOR AIRBNB.
IF THERE'S ANY OTHER AIRBNB IN
HOUSE I THINK THEY CAN SPEAK TO
THAT ALSO.
BUT IN THE SUMMERTIME SOMETIMES
IT PICKS UP.
AND THE RENTAL MARKET IS REALLY
CRAZY BECAUSE EHAVE A LOT OF
STUDENTS IN THE AREA.
IT'S NOT AIRBNB THAT'S TURNING
THE MARKET AROUND.
>> THANK YOU.
>> THANK YOU.
>> THANK YOU VERY MUCH AND FOLKS
CAN LINE UP RIGHT BEHIND MARIA TESTIFIED.
ROSE, ENDER, TRACY, IAN,
MARGARET.
WE'RE GOING TO CONTINUE OVER

HERE CAN OUR NEXT GUESTS.
>> I LIVE IN BOSTON.
I AM A SMALL BUSINESS OWNER IN
CHINATOWN.
THIS MAN WANT TO TELL HIS STORY
TO YOU.
[SPEAKING CHINESE].
[SPEAKING CHINESE].
>> TODAY I'M HERE TO TELL THE
STORY OF A SMALL BUSINESS OWNER
IN BOSTON CHINATOWN.
SO HE LIVES -- HE DOES BUSINESS
IN A BUILDING IN CHINATOWN THAT
HAS FOUR FLOORS.
THE FIRST FLOOR IS FOR BUSINESS
AND THE THREE UPPER FLOORS WERE
FOR LONG-TERM RESIDENTS.
ONCE THE BUILDING SWITCHED
OWNERS, THE LANDLORD MADE ALL
THE UPPER THREE LONG LONG-TERM
RESIDENTS LEAVE SO HE COULD RENT
TO OTHER PEOPLE INCLUDING

STUDENTS.
[SPEAKING CHINESE].
[SPEAKING CHINESE].
[SPEAKING CHINESE].
>> IN MAY 2017, THE BUILDING WAS
TRANSFERRED TO ANOTHER NEW
LANDLORD.
THE NEW LANDLORD EVICTED THE
PREVIOUSLY NEW TENANTS THAT WERE
PROFESSIONALS AND STUDENTS.
THE LANDLORD POSTED THE ENTIRE
BUILDING ONLINE FOR SHORT TERM
RENTALS.
AT FIRST, THE LANDLORD WANTED TO
KICK OUT THE SMALL BUSINESS
OWNER AND GAVE HIM A HARD TIME.
EVENTUALLY THAT DID NOT HAPPEN.
NOW THE SMALL BUSINESS OWNER IS
SEEING THE IMPACT OF THE SHORT
TERM RENTAL BUSINESS IMPACTING
HIS OWN BUSINESS.
BEFORE THE LONG-TERM RESIDENTS
WOULD HELP HIM WITH HIS
BUSINESS.
BUT NOW IT'S SHORT-TERM RENTALS
AND TOURISTS, THEY DO NOT GIVE
HIM ANY BUSINESS.
HIS BUSINESS HAS GONE DOWN
BECAUSE OF THE SHORT-TERM RENTAL
BUSINESS GOING ON ON THE THREE
FLOORS ABOVE HIM.

[SPEAKING CHINESE].

[SPEAKING CHINESE].

[SPEAKING CHINESE].

>> ON AVERAGE, THIS BUSINESS OF HIS HAS LOST \$200 TO \$300 PER MONTH.

IT'S NOT JUST THIS BUILDING THAT HE DOES BUSINESS IN.

HE HAS OTHER BUILDINGS IN CHINATOWN THAT HAS A LOT OF LONG-TERM RESIDENTS THAT ARE EXCLUSIVELY SHORT-TERM BUSINESSES.

HE SEES THAT IT IMPACTS SMALL BUSINESS OWNERS IN THE COMMUNITY WITH LONG-TERM RESIDENTS BEING DISPLACED.

THEIR CUSTOMER BASE IS ALSO CHANGING.

SO EVEN THOUGH THIS TENANT AND BUSINESS OWNER COULDN'T BE HERE TO SHARE WITH YOU, WE KNOW THAT HE'S IN AGREEMENT THAT WE WOULD LIKE CITY COUNCILLORS TO SUPPORT ANY REGULATION OF SHORT TERM RENTALS, SPECIFICALLY BUILDINGS THAT ARE EXCLUSIVELY SHORT-TERM RENTALS WHERE THE OWNER DOES NOT LIVE IN THE BUILDING.

THANK YOU.

>> THANK YOU VERY MUCH.

THANK YOU.

>> HI, EVERYONE.

I'M ARTURO.

THANKS FOR HAVING THIS IMPORTANT MEETING.

THANKS FOR COMING OUT.

I'VE BEEN HERE 11 YEARS.

I'VE SEEN THE NEIGHBORHOOD CHANGE DRAMATICALLY.

LOTS OF THINGS HAVE HAPPENED.

I GUESS I'M TOO TALL.

I'LL SPEAK LOUDER.

I'VE BEEN A CHINATOWN RESIDENT FOR 11 YEARS.

I'VE SEEN THE NEIGHBORHOOD CHANGE QUITE A BIT.

AN ACCELERATION IN THE CHANGES THAT I'VE SEEN THE LAST FEW YEARS.

I'LL TELL YOU A LITTLE BIT ABOUT THAT.

SO FIRST OFF, I'D LIKE TO SEE THE INVESTOR CLASS ON AIR B&B

BEING MOVED OUT.

I WANT TO SEE THE PEOPLE LIKE
THE ONE WE SAW TALK FIRST BEING
PROTECTED.

THEY HAVE TO MAINTAIN HOUSES,
MAINTAIN THE QUALITY OF LIFE.
SOME OF THE KIDS GO TO COLLEGE.
THAT'S AN IMPORTANT THING.
GETTING INVESTORS OUT OF THE
BUSINESS IS GOING TO HELP THEM
OWE MORE MONEY, HAVE HOUSING
STOCKS STAY IN THE COMMUNITIES
IN BOSTON.

AND I'LL TELL YOU WHAT I'VE
WITNESSED HERE.

I'VE SEEN IN CHINA TOWN A LARGE
INCREASE IN THE USE OF FULL TIME
RENTALS IN THE LAST YEAR ALONE.
LAST MAY I RECEIVED TWO REQUESTS
FROM MEMBERS OF THE CHINA TOWN
COMMUNITY.

ONE OF THEM WAS TO RESEARCH
MESSAGE PARLORS IN CHINATOWN.
I SPENT ABOUT A WEEK RESEARCHING
THIS DIM TOPIC.

AND I WAS ABLE TO CONNECT A LOT
OF MESSAGE PARLORS TO SEX
TRAFFICKING.

AFTER I COMPLETED MY RESEARCH
AND SUBMITTED IT, THE FBI DID A
SIMILAR STUDY AND HAD SOME
RAIDS.

SO I WAS ASKED LATER ON TO GO IN
AND LOOK AT THE AIR B&B GOING ON
IN CHINATOWN AND MAP THEM OUT.

I DID THAT.

I MAPPED OUT OVER 100 AIR B&B
LISTINGS AND I FOUND PHYSICAL
ADDRESSES AND WHO OWNS THEM, WHO
WAS HOSTING.

DEEP INTO THIS.

I FIGURED OUT WHO THEY WERE.
I FOUND ONE POINT WHERE THE TWO
CROSSED.

I'M NOT GOING TO GET INTO THAT
TOO MUCH.

I WON'T GET INTO IT AT ALL.

IT'S DIM.

AND I ALSO DID THE SANE MINING
OF THE ADDRESSES LAST NIGHT.

I WAS UP UNTIL 4:00 A.M. DOING
THIS.

LAST YEAR 120 LISTINGS ON AIR
B&B FOR CHINATOWN.

NOW IT'S OVER 233.
THAT'S SINCE THE MONTH OF LAST
MAY.
OKAY?
IT'S INCREASED DRAMATICALLY.
COUNCIL KNEW EARLY ON, PEOPLE
BUYING OUT LEASES AND PUTTING
THE PROPERTIES UP.
THAT IS HAPPENING AT 630
WASHINGTON, 660 WASHINGTON.
IT'S HAPPENING IN GREEN WAY.
A HUGE CONCENTRATION OF RENTALS.
THEY'RE NOT PEOPLE MAKING ENDS
MEET.
SO WE NEED TO GET THAT UNDER
CONTROL.
THAT WAS ALSO COMMISSIONER BETTY
TALKED ABOUT HEALTH AND SAFETY.
THAT'S AN ISSUE IN SOME OF THE
CHINATOWN RESIDENTS.
HUDSON, THE ENTIRE BUILDING IS
USED FOR SHORT TERM RENTAL.
I READ THROUGH THE COMMENTS.
ONE GUEST STAYED IN THE
BUILDING, COMPLAINED TO THE HOST
AND DIDN'T FEEL SAFE BECAUSE
THERE WAS NOT A SECOND MEANS OF
EGRESS IN AN EMERGENCY.
SO THE HOST BROUGHT OVER A
STEPLADDER THAT WAS TOO SHORT TO
REACH THE FLOOR.

SILLY IF YOU ASK ME.
ANOTHER BUILDING THAT IS OWNED
BY A CHINESE FAMILY.
THEY HAVE IT ON AIR B&B.
IT HAS BED BUGS, HAS MICE AND
OTHER RODENTS.
COUNCILLOR BAKER ASKED HOW
DIFFICULT IT IS TO GET THE
ADDRESSES.
I'M ABLE TO DO THIS.
I'M WORKING TOWARDS A DEGREE IN
STRATEGIC ANALYSIS.
I LIKE DOING THIS STUFF.
IT'S A PAIN.
IT'S A REAL HEADACHE.
THE CITY COULD WORK WITH A GROUP
CALLED -- I FORGET WHAT THEY'RE
CALLED.
LIKE HOME SHARE RESPONSIBILITY
OR SOMETHING LIKE THAT.
I CAN GET THAT INFORMATION FOR
YOU.

THEY DO DATA MINING.
THEY SELL TO CITIES.
PRETTY IMPACTFUL.
THERE'S 2,000 POSSIBLE INVESTOR
UNITS IN THE CITY.
AND I HAVE CREATED MORE THAN 200
OF THOSE ADDRESSES HERE IN CHINA
TOWN ALONE.
SO THE PERSON WHO IS UP HERE
SPEAKING ABOUT THE BUSINESS
OWNER BEING POSSIBLY PUSHED OUT,
I GO OVER THERE AND I SUPPORT
THAT BUSINESS.
THAT IS A PLACE THAT CUTS HAIR.
DON'T PICK ON ME.
CUT HAIR.
26 TYLER STREET.
I GO THERE.
I'M WORRIED ABOUT THEM.
TWO GUYS THAT WORK THERE ALONE.
THEY BRING THEIR KIDS TO WORK
WHEN THEIR KIDS AREN'T IN SCHOOL
BECAUSE THEY CAN'T AFFORD DAY
CARE.
SO THIS ISSUE IS REALLY BEEN
DRIVEN HARD BY THE INVESTOR
CLASS.
I THINK THEY NEED TO BE
ELIMINATED.
WE NEED TO PROTECT PEOPLE LIKE
THE TWO WOMEN THAT SPOKE FIRST.
THERE'S NO QUESTION.
THAT'S ALL I'LL SAY.
>> THANK YOU, ARTURO.
>> THANK YOU.
>> QUESTION FROM THE CHAIR
RECOGNIZES COUNCILLOR FLYNN.
OVER HERE.
THANK YOU.
>> SEVERAL MONTHS AGO, I HAD THE
OPPORTUNITY TO GO ON A WALKING
TOUR OF CHINATOWN WITH CPA AND A
CHINATOWN RESIDENTS GROUP.
THERE WAS ABOUT 150 AIR B&B
UNITS LISTED.
I KNOW THERE YU TESTIFIED ABOUT
THAT AS WELL.
BUT NOT ONLY WERE THESE LOW
INCOME IMMIGRANTS WORKING
FAMILIES DISPLACED, BUT YOU'RE
ALSO TAKING WITH IT SOCIAL
SERVICE PROVIDERS ONCE THEY
LEAVE THE NEIGHBORHOOD.
SO WHAT I LEARNED, NOT ONLY ARE

YOU EVICTING SOMEONE OUT OF
THEIR HOUSE, LIKELY YOU'RE
TAKING AWARE THEIR HEALTHCARE,
THE GREAT NUTRITIONAL PROGRAMS
FOR THE COMMUNITY.

IT IMPACTS THEIR ENTIRE LIFE
WHEN YOU EVICT SOMEONE.

IT HAS A PROFOUND IMPACT ON THE
PERSON AND ON THE FAMILY AS
WELL.

CHINATOWN IS A GREAT COMMUNITY,
A GREAT NEIGHBORHOOD.

IT SHOULD BE A COMMUNITY FOR THE
RESIDENT AS THE WORK HARD, PLAY
BY THE RULES.

THEY'RE IMMIGRANTS AND THEY'RE
LOW INCOME AND GREAT FAMILIES.
I'M ALSO GLAD, MR. CHAIRMAN,
THAT YOU'RE WORKING CLOSELY WITH
US, THE CITY COUNCIL IS HERE
WITH THE MAYOR.

I JUST WANT TO COMPLIMENT YOU
AND COMPLIMENT THE MAYOR AND THE
CITY ADMINISTRATION FOR COMING
TOGETHER ON THIS IMPORTANT ISSUE
AS WELL.

>> THANK YOU, COUNCILLOR FLYNN.

>> IF THE FOLLOWING FOLKS CAN
LINE UP BEHIND ARTURO.

NANCY, LYDIA, MARILYN, TIM,
ELLIOT AND ALICIA IN THAT ORDER
OVER HERE.

GOOD AFTERNOON, TRACY.

>> HOW ARE YOU?

>> YOU HAVE THE FLOOR.

IF YOU CAN INTRODUCE YOURSELF.

>> I'M TRACY.

I LIVE IN SOUTH BOSTON MY WHOLE
LIFE.

>> A LITTLE LOUDER.

>> THAT'S A FIRST FOR ME.

I'M TRACY.

I'M HERE LIKE EVERYBODY ELSE.

I HAVE A LOT OF CONCERNS OF
WHAT'S GOING ON.

I THINK THIS NEEDS TO BE BROKEN
UP IN TWO THINGS.

ONE FOR THE AIR B&B INDIVIDUAL
OWNERS, DEAL THAT WITH ON THEIR
OWN, THE PEOPLE DOING THE AIR
B&Bs TO GET REVENUE TO STAY IN
BOSTON.

THAT'S DIFFERENT THAN THE
INVESTORS.

THERE NEEDS TO BE TWO DIFFERENT
BILLS, DEALT TWO DIFFERENT WAYS.
[APPLAUSE]

THAT WOULD BENEFIT THE PEOPLE
THAT HAVE TO DO THAT, THAT HAVE
NO OTHER WAY TO GET REVENUE TO
STAY IN BOSTON.

THAT WOULD BENEFIT THEM.

TAKE THE BIG INVESTORS OUT AND
DEAL WITH THEM INDIVIDUALLY.
RIGHT NOW THE BIG INVESTORS ARE
COMING IN, BUYING EVERYTHING.
WHICH TAKES AWAY ALL THE
AFFORDABLE HOUSING, PUSHING
EVERYBODY OUT OF THE
NEIGHBORHOODS NOW.

THEY'RE ALL BECOMING HOTELS WITH
NO REGULATIONS.

NOT ONLY THAT IS HURTING ME
PERSONALLY, I WORK IN A HOTEL,
SO NOW THE HOTEL IS LOSING
BUSINESS.

WE HAVE SECURITY, WE HAVE
STANDARDS THAT THE HOTEL HAS TO
STAND BY.

THESE POP-UP HOTELS ARE NOT
BEING REGULATED.

THE BILL HAS TO BE SEPARATED
INTO TWO DIFFERENT.

THE AIR B&B FROM THE OWNERS TO
THE INVESTORS AND NOT ALLOWING
THE BIG INVESTORS PUSHING
EVERYBODY OUT.

OUR BIG CONCERN IS EVERYBODY
WANTS AFFORDABLE HOUSING AND BE
ABLE TO WORK.

THAT'S NOT BEING DEALT WITH
RIGHT NOW.

THAT'S WHAT I'D LIKE TO SEE.
ALL THE PEOPLE FROM CHINATOWN,
SOUTH BOSTON, THE SMALL
COMMUNITY, THEY DON'T KNOW
ANYBODY ANYMORE BECAUSE THEY'RE
BEING PUSHED AWAY.

I DON'T KNOW MY NEIGHBORS.
YOU GET CONCERNED WHEN YOU SEE
ANYBODY DIFFERENT.

YOU KNOW WHAT I MEAN?

THAT NEEDS TO BE SEPARATED.

THANK YOU.

[APPLAUSE]

>> THANK YOU.

JUST BEHIND WHERE TRACY WAS
SPEAKING, YOUR NAME?

>> THE NEXT PERSON IN LINE.
>> SO AFTER THIS WOMAN, IT'S
BRIAN, MARK, SANDY, CARL, JOE,
JOHN AND MIKE, IF YOU CAN CUE UP
OVER THIS AREA HERE.
SO YOU HAVE THE FLOOR.
THEN WE'RE GOING TO HER NEXT.
>> THANK YOU, COUNCILLOR.
I AM TESTIFYING TODAY AS A
RESIDENT AT 281 ADAMS STREET IN
DORCHESTER DISTRICT 4.
I'M TESTIFYING IN SUPPORT OF
REGULATION OF AIR B&B.
MY FAMILY AND I CHOOSE TO LIST
IN DORCHESTER.
WE THINK IT IS THE BEST
NEIGHBORHOOD IN BOSTON.
I'M SURE ALL OF YOU WOULD AGREE
WITH THAT.
YOU KNOW, IT'S -- WE LOVE THE
DIVERSITY.
YOU KNOW, WE FOUND A UNIT IN
2016 THAT WE FELL IN LOVE WITH.
I WAS PREGNANT AT THE TIME.
IT WAS A TWO BEDROOM.
IT HAD THE RARE YARD.
AND WE WANTED TO BE THERE OVER
SEVERAL YEARS TO RAISE OUR SON.
IN JANUARY OF 2017, WE GOT AN
E-MAIL FROM OUR LANDLORD WHO
OWNS SEVERAL PROPERTIES IN THE
NEIGHBORHOOD SAYING THAT WHILE
WE'RE THE BEST TENANTS HE'S EVER
HAD, WE PAY OUR RENT ON TIME,
WE'RE CLEAN AND QUIET, THAT HIS
PARENTS WANTED TO MOVE INTO THE
UNIT.
GIVEN THAT SITUATION, WE
UNDERSTOOD.
HIS PARENTS WERE SENIORS.
SO WE THOUGHT THAT THEY WANTED
TO LIVE CLOSER TO HIM.
TURNS OUT SEVERAL MONTHS LATER,
I FOUND THE UNIT ON AIR B&B.
IT'S CURRENTLY GOING FOR \$165 A
NIGHT.
I WANT TO BE IN THE
NEIGHBORHOOD.
YOU KNOW, I LOVE THIS COMMUNITY.
THIS AIR B&B IS NOT A DOWNTOWNS
ISSUE.
THE SPECULATION OF HOMES AND
UNITS IS ACROSS THE CITY.
AND I ASK FOR YOU TO SUPPORT

REGULATION FOR FOLKS LIKE MYSELF
AND OTHER FAMILIES IN THE
NEIGHBORHOOD.

THANK YOU.

>> VERY GOOD.

THANK YOU.

>> HI.

I'M MARGARET.

CAN YOU HEAR ME?

>> YES.

>> I LIVE AT 20 LEE STREET IN
JAMAICA PLAINS.

I HAVE AN EMOTIONAL STORY.

I'VE BEEN AN AIR B&B PROVIDER
FOR SEVEN YEARS.

I'M AN EARLY ADOPTER OF THIS
MODEL.

I WANT TO FOCUS DOWN ON OWNER
OCCUPANCY.

I WAS LISTENING TO SOMEONE IN --
I GUESS I'M ONE OF THOSE PEOPLE
THAT IS A HIGH IMPACT LISTING OF
THE 666 HOMEOWNERS WHO LIST MORE
THAN 235 DAYS A YEAR.

LISTING AND THE CONVERSION RATE
TO RENTING IS I AGREE 3 TO 1.

I HAVE NEVER RENTED.

ONE YEAR THAT I RENTED MORE THAN
90 DAYS.

AND TO TELL THE TRUTH, IF I
COULD, I WOULD BUT THERE'S
MARKET PRESSURE GOING ON NOW.
THE BALANCE BETWEEN THE NUMBER
OF UNITS GOING UP AND THE NUMBER
OF RENTERS SEEMS TO BE PRETTY
EQUAL.

THIS IS ALL YEAR MY OWN
EXPERIENCE.

WHEN I DID DO -- I'M GOING TO
GIVE YOU RECOMMENDATIONS AS
WELL.

WHEN I DID DO OVER 100, IT
HELPED ME SUPPORT MYSELF.
MY MOTHER WAS DYING OF BRAIN
CANCER.

I WAS OUT EVERY OTHER WEEK FOR
FOUR DAYS A WEEK TRAVELLING TO
DALLAS TO TAKE CARE OF HER.
THAT HELPED ME DO THAT.

SO TO PUT A 90-DAY CAP ON IT
SEEMS ARBITRARY SINCE THEY'RE
TREATING A SPECIAL SAUCE LIKE A
CAKE OR HAMBURGER.

I DON'T KNOW WHICH I AM, BUT I'D

RATHER BE THE CAKE.
WE SHOULDN'T EQUATE CAKES AND HAMBURGERS.
YOU GOT MY PERSONAL STORY WHY NOT TO LIMIT.
YOU HAVE THE DATA ABOUT HOW FEW PEOPLE OWNER OCCUPANTS THERE ARE.
MY RECOMMENDATION IS TO RAISE THE CAP UP TO THE LEGAL LIMIT OF RESIDENCY.
IF WE RENTED IT OVER 180 DAYS, WE WOULD BREAK THE LAW IN TERMS OF RESIDENCY.
I ALSO AGREE LIKE CAMBRIDGE TO RENT ONE OTHER UNIT WHILE YOU'RE STILL AND OWNER OCCUPANT IS A GREAT IDEA.
I'VE SEEN CITIES MAKE MISTAKES AND I APPLAUD BOSTON FOR BUILDING ON THE LEARNINGS OF THE OTHER CITIES AND THE OWNER OCCUPANCY IS MY OWN REAL ISSUE.
WHERE IS CRYSTAL?
I WANTED TO THANK HIM.
I'VE BEEN TO ESTATE HEARINGS. HE'S DONE AN AMAZING JOB IN GATHERING THE INFORMATION, MAKING RECOMMENDATIONS.
THAT'S THE ONE BIG ISSUE.
SO THANK YOU.
>> THANK YOU, MARGARET.
KAREN AND THEN BRIAN AND BACK AND FORTH.
WELCOME, KAREN.
>> HI.
GOOD AFTERNOON.
I'M KAREN CHEN.
I'M THE EXECUTIVE DIRECTOR OF THE CHINESE PROGRESSIVE ASSOCIATION.
WE'RE AT 20 ASHE STREET IN BOSTON.
THERE'S A LOT OF RESIDENTS FROM CHINATOWN.
IT'S NOT THE FIRST TIME BEING IMPACTED BECAUSE THIS SITUATION CAUSING RISING RENT.
WE'VE ALSO CONTACTED THE OFFICE OF HOUSING MANY TIMES FOR RESIDENTS IMPACTED BY THIS MOVE.
SHORT TERM RENTAL IS NOT THE ONLY PROBLEM.
WE CAN'T DENY IT EXACERBATES THE

HOUSING CRISIS.

YOU KNOW, YOU CAN'T DENY IT
TAKES HOUSING OUT OF THE RENTAL
MARKET FOR LONG-TERM RESIDENTS.
WE KNOW THAT LOW INCOME FAMILIES
ARE IMPACTED.

NOW IN CHINA TOWN, THE YOUNG
PROFESSIONALS THAT REPLACE THE
LOW INCOME FAMILIES ARE ALSO
IMPACTED.

BECAUSE SOME INVESTOR WOULD
RATHER RENT THEIR UNITS TO SHORT
TERM RENTAL.

WE HAVE ALL SEEN LUXURY
BUILDINGS USING THE SHORT TERM
RENTAL MODEL.

WE'VE SEEN -- YOU'VE SEEN THE
MAP.

LONG LIST OF SHORT TERM RENTALS.

THE LIST GOES ON AND ON.

THIS IS NOT JUST IN CHINATOWN
BUT AROUND CHINATOWN.

SO WE THINK THAT, YOU KNOW,
SHORT-TERM RENTAL NEEDS TO BE
REGULATED.

THE ORDINANCE NEEDS TO BE
STRENGTHENED.

PREVIOUS SPEAKERS HAVE SAID,
INVESTOR UNITS SHOULD BE
ELIMINATED.

SHOULD BE A ONE HOME POLICY.
AND THERE SHOULD BE A POSITION
REGULATING USER WITH MULTIPLE
LISTINGS.

THAT'S ONE OF THE BIGGEST
PROBLEMS IN HOUSING ON THE
MARKET.

WE KNOW ON 72 UNION STREET, SIX
RESIDENTIAL UNITS.

ONE OF THEM TURNED HIS OWN UNIT
IN A SHORT TERM RENTAL.

AS EACH UNIT TAKES OVER THE
LEASE AND NOW THE ENTIRE
BUILDING IS SHORT TERM RENTAL.

WE KNOW THAT -- WE LEARN FROM
OTHER CITIES THAT REGULATING
SHORT TERM RENTAL HAS BEEN THE
PROBLEM.

SO BOSTON WANTS TO HAVE AN
EFFECTIVE POLICY, BUT ACTUALLY
ADDRESSING THE HOUSING CRISIS.
AND I ALSO THINK THAT
COMPLIANCE, ACCURATE AND DELAYED
DATA SHARING FROM THE PLATFORM,

THE INJURIES STATED IN THE
ORDINANCE SHOULD RESULT IN
PENALTY OR FINES.
WE HAVE TALKED TO OTHER CITIES
AND SEEN THEIR DATA.
SO AIR B&B WANTS TO REGULATE
SHORT TERM RENTAL.
MAKE IT AN EFFECTIVE POLICY.
I WANT TO ADD THAT A POSITION
INVOLVING RESIDENTS IN THE
PROCESS OF ENFORCEMENT SHOULD BE
ADDED.

AS WE KNOW, RESIDENTS KNOW THEIR
NEIGHBOR THE BEST.

SO I ASK THE COUNCIL TO TAKE THE
RECOMMENDATIONS TO STRENGTHEN
THE POLICY AND A POLICY IN PLACE
AS SOON AS POSSIBLE.

THE MAYOR SAID IT TOOK THREE
YEARS TO WRITE THIS POLICY.
DURING THE LAST FEW YEARS, WE'VE
SEEN AN INCREASING NUMBER OF
HOME UNITS, WHOLE BUILDINGS THAT
HAVE TURNED TO AIR B&B.
IN CHINATOWN, THE VALUES HAVE
DOUBLED.

SO WE NEED THIS POLICY ENACTED
AS SOON AS POSSIBLE TO ADDRESS
THE HOUSING CRISIS.

THANK YOU.

[APPLAUSE]

>> WELCOME BRIAN LANG.

YOU HAVE THE FLOOR.

>> THANK YOU FOR THE OPPORTUNITY
TO ADDRESS YOU ON THIS, WHAT WE
CONSIDER OUR NUMBER 1 POLICY
ISSUE AS A UNION.

WE REPRESENT 10,000 HOTELS AND
FOOD SERVICE WORKERS IN THE
BOSTON AREA.

WE'RE PART OF WHAT MAKES THIS
CITY GREAT.

WE'RE PART OF WHAT IS ATTRACTING
INVESTMENT HERE IN HOSPITALITY
AND FOOD SERVICE.

MANY OF US GREW UP IN THE
NEIGHBORHOODS AROUND HERE AND
CAN'T AFFORD TO LIVE HERE
ANYMORE.

SO WE SEE THIS POLICY AS
SOMETHING THAT WOULD BE PART OF
A MULTIPRONG STRATEGY TO DEAL
WITH THE HOUSING CRISIS.

ON ITS OWN, IT'S NOT GOING TO

SOLVE THE HOUSING CRISIS.
BUT A WRONG POLICY COULD MAKE IT
WORSE.

AS THE PROPOSAL STANDS BEFORE
YOU, WE THINK THAT THERE'S A
SERIOUS PROBLEM.
AND THAT IS THAT INVESTOR UNITS
NEED TO BE PROHIBITED.
PLAIN AND SIMPLE.
THEY NEED TO BE PROHIBITED.
[APPLAUSE]

WE DON'T HAVE TO REINVENT THE
WHEEL IN BOSTON.
WE'RE ONE OF THE FOUR MOST
EXPENSIVE CITIES TO LIVE IN IN
THE UNITED STATES.
THE OTHER THREE HAVE PROHIBITED
INVESTOR UNITS.
SAN FRANCISCO DIDN'T INITIALLY,
BUT THEN THEY CAME BACK AFTER A
COUPLE OF YEARS AND PROHIBITED
INVESTOR UNITS.
THEY HAVE A HOUSING CRISIS JUST
LIKE WE DO.
SO MANY OF THE PEOPLE YOU SEE
HERE ARE PEOPLE THAT OPERATE THE
HOTELS THAT PROVIDE THE SERVICES
THAT HAVE LIVED OR LIVED IN THE
CITY OF BOSTON.
THIS IS THE SINGLE CHANGE THAT
YOU CAN MAKE IN THIS ORDINANCE
THAT WOULD MAKE A REAL IMPACT.
SO PLEASE PROHIBIT INVESTOR
UNITS.
THANK YOU.

[APPLAUSE]

>> GOOD AFTERNOON, LYDIA.
PLEASE INTRODUCE YOURSELF.
>> I'M LYDIA.

I'M DIRECTOR OF THE CHINATOWN
COMMUNITY LAND TRUST.
YOU HAVE ALREADY HEARD A LOT OF
GREAT TESTIMONY FROM CHINATOWN.
I'M NOT GOING TO BE VERY LONG.
I JUST WANT TO ADD THAT, YOU
KNOW, I DEFINITELY, YOU KNOW,
GET RID OF THE INVESTOR UNIT,
SHORT TERM RENTALS.
WE SUPPORT A HOMEOWNER, ONE
HOST, ONE HOME POLICY.
AND I WANT TO ADD THAT, YOU
KNOW -- PERSPECTIVE I WANT TO
ADD IS ON MYSELF AND TESTIMONY
HERE FROM ANGIE LOU, THE

DIRECTOR OF THE ASIAN COMMUNITY DEVELOPMENT CORPORATION. THOSE OF US TRYING TO HELP SOLVE THE AFFORDABLE HOUSING CRISIS DO BELIEVE THAT THE SHORT TERM RENTAL PROBLEM IS AN IMPORTANT PIECE OF THE PUZZLE AND HAS A HUGE IMPACT ON HOUSING AFFORDABILITY.

ONE OF THE ASIAN CDC HAS BUILT OVER 400 AFFORDABLE HOUSING UNITS.

THAT'S GREAT.

IF WE'RE BUILDING AFFORDABLE HOUSING USE IT INS AND TAKING MARKETS OFF OF THE MARKET AT THE SAME TIME, HOW IS THAT SOLVING THE PROBLEM?

THE CITY HAS STARTED AN ACQUISITION CONVERSION PROGRAM FOR THE PURPOSE OF TRYING TO PRESERVE SOME OF OUR PRIVATELY-OWNED BUILDINGS AS AFFORDABLE HOUSING.

COMMUNITY LAND TRUST STARTED WITH THAT VISION, BUT YOU KNOW, WE SAW THAT ROW HOUSES IN CHINATOWN, WHICH USED TO BE FAIRLY AFFORDABLE AT MARKET RATE, YOU KNOW, THEY USED -- TEN YEARS AGO THEY MAY HAVE SOLD FOR \$500,000, \$600,000.

THAT WAS AFTER EIGHTH YEARS OF LUXURY DEVELOPMENT EVEN.

IN JUST A SHORT TIME, YOU KNOW, BECAUSE OF THE SHORT -- AFTER THE FIRST BUILDING SOLD AND BECAME USED AS A SHORT TERM RENTAL, NOW WE SEE THAT THE SIMILAR TYPE OF BUILDING TODAY COULD BE AN ASKING PRICE OF \$2 MILLION OR \$3 MILLION.

THAT WAS JUST IN 2015 WHEN OUR ORGANIZATION STARTED.

WE MADE A REALISTIC OFF OF \$900,000 ON ONE OF THESE PLACES. YOU CAN SEE HOW IT'S JUST -- THAT IS A YEAR WHEN WE STARTED SEEING THE SHORT TERM RENTAL SALES.

SO THERE'S A HUGE RELATIONSHIP BETWEEN HOUSING AFFORDABILITY. WE LOOKED AT OPPORTUNITIES TO BUY A ROW HOUSE AND PRESERVE IT

AS AN AFFORDABLE HOUSE AS A LAND TRUST, WORKED WITH THE COMMUNITY DEVELOPMENT CORPORATION AND WORKED AT TRYING TO GET, YOU KNOW, LONG-TIME FAMILIES TO BE ABLE TO BUY THE PLACE THEMSELVES AND LIVE AT -- EVEN IF IT WAS MARKET RATE.

NONE OF THOSE COULD HAPPEN BECAUSE THE INVESTORS CAME IN WITH CASH, PAID EXORBITANT PRICES BECAUSE THEY KNEW THEY WOULD RENT IT AS SHORT TERM RENTAL.

>> THANK YOU, LYDIA.

WELCOME.

MARK?

>> MARK IS NOT ME.

ARE YOU MARK?

>> YOU IAN?

>> I'M CARL.

>> OKAY.

SPEAK AWAY.

>> THANK YOU.

GOOD AFTERNOON.

I'M CARL.

I'M VICE PRESIDENT AND GENERAL COUNSEL OF E COMMERCE TRADE ASSOCIATION AND FROM THE GEORGE MASON SCHOOL OF LAW.

I'M AN ECONOMIST AND A LAWYER. THAT'S WHERE I'M COMING FROM YOU AT.

I SUPPORT THE MAYOR'S GOAL OF ADDING 44,000 HOUSES TO THE AFFORDABLE MARKET.

IF WE'RE PINNING OUR HOPES ON THIS BILL TO PUT A DENT IN THAT, IT'S NOT GOING TO REALLY HAVE AN IMPACT.

THERE'S NO EVIDENCE FOUND SHOWING A DIRECT CORRELATION BETWEEN THE PRESENCE OF SHORT TERM RENTALS AND HOUSING PRICES. BOTH OF THE STUDIES CITEDER WILL IER TODAY, ONE FROM UCLA AND ONE FROM THE UNIVERSITY OF MASSACHUSETTS THAT SHOWED THERE'S A CORRELATION, NOT A CAUSATION FOR THE NUMBER OF HOUSING PRICES GOING UP.

AN INTERESTING FACT HAPPENED. HOUSING PRICES IN BOSTON HAVE STARTED TO DIP AS WELL AS RENTAL

PRICES HAVE STARTED TO DIP.
SO THERE'S A DIRECT CAUSAL
RELATIONSHIP PAUSE WE'RE SEEING
THE PRESENCE OF SHORT TERM
RENTALS INCREASE AND A PLATEAU
OR DECREASE IN RENTAL HOUSING
PRICES, THAT SEEMS TO BREAK A
CAUSAL RELATIONSHIP.
THAT'S JUST ONE OF THE THINGS
THAT I LOOK AT WHEN WE TRY TO
PIN THE NOTION THAT SHORT TERM
RENTALS ARE TO BLAME FOR THE
SERIOUS PROBLEM OF HOUSING
AFFORDABILITY.
ONE OF THE THINGS THAT WORRIES
ME IS THAT WE ARE KIND OF
MISUSING THIS ISSUE TO TALK
ABOUT A VERY SERIOUS ISSUE OF
HOUSING AFFORDABILITY.
IT'S A TOUGH CONVERSATION TO
HAVE.
LET'S TALK ABOUT IT.
THE CAUSE IS NOT THE REAL
REASON.
WITH RESPECT TO THE IDEA OF
INVESTOR-OWNED HOMES AND THE
LIMITATION THERE.
WE SUGGEST NO LIMITATION OR
INVESTOR HOMES.
LET ME EXPLAIN TO YOU WHAT A
INVESTOR HOME IS.
AN INVESTOR HOME IS AN ELDERLY
COUPLE THAT GOES TO FLORIDA OR
ARIZONA FOR THE WINTER BECAUSE
IT'S BEEN BRUTAL.
THEY STAYED FOR THE WINTER PLUS
ONE DAY.
FEDERALLY THEIR HOME IS AN
INVESTOR HOME.
THEY CUT OFF 90 DAYS.
LET'S USE THE EXAMPLE OF A
FAMILY, GRANDPARENTS LIKE MINE,
COMING TO HELP ME RAISE MY
NEWLY-BORN CHILDREN.
THEY STAY WITH ME FOR FOUR
MONTHS.
SUDDENLY THEIR HOME IS AN
INVESTOR HOME.
I DON'T THINK OF MY PARENTS AS
PROPER.
THEY'RE PEOPLE THAT LIVE IN
THEIR HOME BUT WANT TO HELP ME
OUT.
LIKEWISE WITH THE QUESTION ABOUT

HOSPITAL VISITS AND HOSPITAL STAYS.

THE SECTION 914 BC ONLY A PLAYS IF YOU HAVE A CONTRACT WITH THE HOSPITAL.

ONLY APPLIES IF YOU HAVE A CONTRACT WITH THE STATE.

SO A LOT OF PEOPLE COMING TO BOSTON MEDICAL OR ONE OF THE WONDERFUL HOSPITALS HERE IN THE NEIGHBORHOOD, THIS EXEMPTION WOULD ONLY APPLY IF THEY OPERATED A SHORT TERM RENTAL THAT RECEIVED A MESSING OR SANCTION FROM THE HOSPITAL. SO OTHERWISE, PATIENTS ARE OUT OF LUCK.

THE OTHER THING I'D LIKE TO TURN TO IS THE LIABILITY ON WHAT ARE CALLED BOOKING AGENTS.

THE DEFINITION OF A BROOKING AGENT IS WRITTEN SO BROADLY, IT WOULD REQUIRE MONTHLY REPORTS BY THE STUDENT UNION FOR LISTING FOR SHORT TERM RENTALS.

SHOULD REQUIRE LISTING FROM COFFEE SHOPS OR HOME AWAY OR AIR B&B AND CRAIGSLIST.

IT'S ANYONE THAT FACILITATE AS SHORT TERM RENTAL AND FACILITATION COULD BE BOOKING ON A BULLETIN BOARD.

SO THE DEFINITION NEEDS TO BE REEXAMINED.

YOU MENTIONED THE FOURTH AMENDMENT CONCERNS, CHAIRMAN FLAHERTY.

ONE OF THE PRIOR GENTLEMEN SAID THERE WAS A CALIFORNIA CASE THAT YOU'RE IN GOOD LEGAL STANDING.

THAT WAS A MISTAKE.

THE CALIFORNIA CASE HAD TO DO WITH DECENCY ACT.

IT HAS NOTHING TO DO WITH THE FOURTH AMENDMENT CONCERNED THAT YOU RAISED.

THERE'S A COURT CASE DIRECTLY ON POINT WITH REGARD TO HOTELS AND GOVERNMENTS TRYING TO FORCE THE HOTELS TO TURN OVER THEIR RECORDS, THEIR BUSINESS RECORDS.

JUSTICE SOTOMAYOR, A 5-4 SESSION, THE LIBERAL SIDE OF THE COURT, FINDING THE STATE DOES

NOT HAVE THE AUTHORITY WITHOUT A WARRANT TO GET ACCESS TO THOSE RECORDS.

SO THERE IS A SERIOUS LEGAL QUESTION FORCING PLATFORMS TO TURN OVER THESE RECORDS. FURTHERMORE, THERE'S THE PRIVACY CONCERN OF YOUR CITIZENS. BOSTON IS VERY PRIVACY SENSITIVE.

YOU'RE SUGGESTING THE GOVERNMENT CAN GO IN THERE WITHOUT A WARRANT AND FORCE BUSINESSES TO TURN OVER INFORMATION ON PUBLIC CITIZENS.

IT'S A POLICY QUESTION. SOMETHING TO CONSIDER. TWO MORE POINTS.

ONE IS THE GENTLEMAN FROM IDC SUGGESTED THAT THEY HAVE BEEN SCRAPING THESE PLATFORMS FOR THE

LISTINGS.

>> I'D SAY TALK TO LEGAL COUNSEL ABOUT THAT.

SUCH SCRAPING VIOLATES COPYRIGHT LAW.

IF YOU WERE TO BUY SCRAPED DATA OR ADVICE SEEKING COUNSEL ON THAT.

FINALLY THE QUESTION, COUNCILLOR BAKER RAISED ABOUT FISCAL NOTE. TALK ABOUT DEVELOPING A COMPUTER SYSTEM TO HANDLE THIS.

I'VE SEEN SUCH COMPUTER PROGRAMS.

YOU'RE LIKING AT SIX FIGURE, SEVEN FIGURE SYSTEMS.

IT'S GOING TO BE HIGH WITH THE ECONOMIC, LEGAL AND OTHER CONCERNS, WE ASK THAT THE MAYOR RECONSIDER SOME OF THE POINTS IN THIS LEGISLATION AND TREAT IT AS A WORK IN PROGRESS.

>> JUST STAY WITH US FOR A SECOND.

>> SURE.

>> CHAIR RECOGNIZES LYDIA EDWARDS FOR A QUESTION.

>> CARL, HI.

I'M TRYING TO MAKE SURE I UNDERSTAND YOUR POSITION AND WHO YOU'RE REPRESENTING OR IF YOU'RE HERE AS AN AIR B&B HOST?

>> NO, NO.
I'M FROM NET CHOICE.
AN E COMMERCE TRADE ASSOCIATION.
>> YOUR POSITION IS THE CITY OF
BOSTON SHOULD DO NOTHING WITH
THE SHORT TERM RENTAL MARKET?
I'M TRYING TO FIGURE THAT OUT.
>> FAIR QUESTION.
NO, NOT AT ALL.
I THINK REGULATIONS ARE VERY
GOOD TO TAKE.
I WOULD SUGGEST LOOKING AT WHAT
SEATTLE DID.
ONE OF THE CONCERNS WE HEARD
THROUGHOUT THE DAY IS SOMEBODY
COMING IN BUYING UP A WHOLE
BUILDING.
THESE ARE ANECDOTES.
I'D LIKE TO KNOW THE TOTAL
NUMBER OF INSTANCES THAT HAS
HAPPENED.
SOUNDS LIKE IT'S HAPPENED ONCE,
MAYBE TWICE.
>> MORE THAN THAT.
>> I'D LIKE TO KNOW THE TOTAL
NUMBERS.
IF THAT'S THE CONCERN, FOLLOW
WHAT SEATTLE DID.
THEY SAID YOU CAN ONLY HAVE TWO
PROPERTIES LISTED AS A SHORT
TERM RENTAL.
A LOT OF PEOPLE HAVEN'T TALKED
ABOUT SEATTLE BECAUSE MAYBE
THAT'S NOT THE EXAMPLE THEY WANT
TO USE.
SEATTLE HAS A HIGH COMPLIANCE
RATE BY HAVING AN ONLINE
ENROLLMENT SYSTEM AND HAVING TWO
SHORT TERM RENTALS AVAILABLE PER
PERSON.
THAT WOULD AMELIORATE A LOT OF
CONCERNS THAT WE WOULD HAVE
ABOUT SOMEBODY BUYING A WHOLE
BUILDING.
I WOULD SUGGEST REMOVING THE
SECTION THAT FORCES PLATFORMS TO
TURN OVER DOCUMENTS.
THE BOOKING AGENT BROADLY
WRITTEN AS WELL AS PROBLEMS WITH
THE CONSTITUTION AND PRIVACY
CONCERNED AND INSTEAD TRYING TO
WORK INTO A VOLUNTARY AGREEMENT
WITH THE SHORT TERM RENTAL
PLATFORMS.

>> THANK YOU.
>> THANK YOU.
YOU HAVE THE FLOOR.
WELCOME.
>> HI.
I'M GOING TO MAKE THIS SHORT.
I BELIEVE THERE IS A PLACE FOR
SHORT TERM RENTALS IN DOWNTOWN
BOSTON.
A NUMBER OF GOOD MEMBERS IN BAY
VILLAGE THAT RENT OUT THEIR
UNITS IN THEIR SINGLE FAMILY
HOMES.
THE ISSUE I HAVE ON A NUMBER OF
FRONTS.
WE HAD AN ELDERLY MAN PASS AWAY,
LEAVE HIS SINGLE FAMILY HOME.
A DEVELOPER CAME IN, DID ILLEGAL
WORK, ELECTRICAL STUFF.
REPORTED IT IN TO THE
COMMISSIONER.
THEY COULDN'T DO ANYTHING.
WE LOOKED IN THE WINDOWS, SAW
WIRES HANGING DOWN AND THEY WERE
RENTING THE BEDROOMS ON AIR B&B.
THERE WERE FIRE HAZARDS AND
PARTIES.
WE ALSO HAD A FEW DEVELOPERS
COME, IN REDEVELOP THE PROPERTY
FOR THE SAKE OF HAVING IT SOLELY
FOR AIR B&B.
WE KNOW OUR NEIGHBORS.
WE'RE A SMALL NEIGHBORHOOD.
WE ARE BEGINNING TO NOT KNOW
THEM ANYMORE.
TWO HIGH RISES BEING PROPOSED ON
STEWART STREET.
MY CONCERN IS THAT INVESTORS ARE
WILLING TO COME IN AND TURN THEM
TO AIR B&B.
SO THAT SAID, WHAT I WANT TO
LEAVE YOU WITH, I WILL ASK YOU
TO REMOVE THE INVESTOR UNITS
FROM THIS ORDINANCE.
THANKS VERY MUCH.
>> THANK YOU.
NANCY?
>> HI.
I'M ROSE.
>> HI, ROSE.
CALLED YOU A LONG TIME AGO,
ROSE.
>> SORRY.
I'VE BEEN STANDING HERE.

I'M 19 YEARS OLD.
I GRADUATED FROM HIGH SCHOOL
LAST YEAR.
ONE THING THAT I KNEW I WANTED
LAST YEAR, I WAS UNDECIDED ABOUT
MY FUTURE.
ONE THING I KNEW I WANTED IS A
CAREER AND THE OTHER THING IS TO
STAY IN BOSTON.
FRIM DORCHESTER.
I WANTED TO BUY A HOME IN
DORCHESTER.
I ENDED UP JOINING BUNKER HILL
COMMUNITY COLLEGE.
I'M GOING TO TRANSFER INTO
NURSING.
I DID THE MATH ON HOW MUCH IT
WOULD BE TO STAY AT HOME AND GO
TO SCHOOL AND COMMUTE AND PAY
FOR MY TEXTBOOKS.
I WOULD HAVE TO WORK A FULL TIME
JOB WHILE GOING TO I DON'T.
I DON'T THINK ANYONE CAN REALLY
DO THAT.
BUT I WAS WILLING TO DO IT
BECAUSE I WANTED TO STAY.
ANOTHER ISSUE I HAD WITH STAYING
A AT HOME AND JUST LIVING IN
BOSTON THAT I WOULD HAVE NO
SAVINGS AFTER GETTING OUT OF
SCHOOL.
IF YOU WANT A FUTURE IN THE
PLACE YOU GREW UP WITH AND YOU
DON'T HAVE ANY SAVINGS, HOW DO
YOU BUY A HOME?
ESPECIALLY WHEN THE COST IS
RISING.
SO AFTER I GRADUATED, MY DAD
BOUGHT A PROPERTY TWO DOORS
DOWN.
HE HAD TENANTS IN THERE THAT
WERE -- THEY WERE COLLEGE
STUDENTS.
THEY WERE IRRESPONSIBLE.
THEY SIMPLY DIDN'T CARE ABOUT
THE NEIGHBORHOOD AND THEY
THOUGHT BECAUSE THEY PAID RENT.
AT THE END OF THE DAY WE DECIDED
TO DO AN AIR B&B.
I HAVE MY FULL YEAR OF TUITION
AND TRANSPORTATION PAID OFF.
THAT'S UNHEARD OF FOR ANYONE MY
AGE.
NOW I CAN SEE A FUTURE IN BOSTON

BECAUSE I MAY BE ABLE TO SAVE
MONEY FROM AIR B&B I'M VERY
HANDS ON.

I'M IN THERE EVERY DAY CLEANING.
I THINK -- MY SISTER IS ENGAGED.
SHE HAS A STEADY INCOME AND HER
FIANCE CAN AFFORD A HOME NOW IN
THEIR OWN CITY.

BECAUSE OF AIR B&B, I HAVE THE
POSSIBILITY TO BUILD A FUTURE
HERE WHERE SHE DOESN'T AND SHE
HAS SOMEBODY ELSE WITH THEIR
INCOME.

THAT'S A VERY VALID POINT TO
BRING TO THE TABLE.

I HAVE MET PEOPLE FROM ALL
AROUND THE WORLD BY DOING AIR
B&B.

WE HAVE PEOPLE MOVING THEIR KIDS
IN THAT ARE MOVING A CROSS THE
COUNTRY FROM DIFFERENT
COUNTRIES.

PARENTS COME TO MOVE THEIR KIDS
IN FOR COLLEGE.

THEY COULDN'T BE ABLE TO AFFORD
THAT IF IT WASN'T FOR AIR B&B.
AFTER THE PUERTO RICO DISASTER,
A WOMAN WAS MOVING HERE FOR A
JOB IN LONGWOOD.

SHE HAD TO PAY MORE MONEY TO GET
HER TICKET BECAUSE SHE HAD TO
PAY EXTRA FOR A TICKET.

IF IT WASN'T FOR AIR B&B, SHE
DIDN'T REALLY HAVE AN OPTION TO
WHERE SHE WOULD STAY WHEN SHE
GOT HERE.

SHE ALSO DIDN'T HAVE A RENTAL
SET UP.

BUT SHE KNEW SHE HAD TO LEAVE
BECAUSE OF THE DISASTER.

PEOPLE FROM DIFFERENT COUNTRIES,
FOR COLLEGE STUDENTS ON BREAKS,
THEY'RE NOT ALLOWED TO STAY ON
CAMPUS.

SOME OF THEM RESORT TO AIR B&B
WHICH IS CHEAPER THAN A RENTAL.
FOR MARATHON RUNNERS, IT'S \$500
A NIGHT IN A FEW WEEKS IN APRIL
BECAUSE IT'S SUCH MANY HIGH
DEMAND FOR PEOPLE TO STAY HERE.
AT THE ROUNDHOUSE, IT'S \$300 A
NIGHT.

WITH AIR B&B, IT'S LIKE \$150 A
NIGHT. IT GIVES PEOPLE THE

OPPORTUNITY THAT HAVE BEEN
TRAINING FOR THEIR WHOLE LIVES
TO COME AND RUN THE MARATHON AND
BE A PART OF OUR CITY, A LOT OF
TIMES THEIR FAMILIES ARE HERE
ADD ALLOWED TO STAY LONGER AND
SPEND MONEY IN OUR CITY.
DORCHESTER HAS NOT SEEN WHAT --
WHAT THEY SEE IS BOSTONIANS AS
IN THE MOVIES.
THEY USE THE TRAIN SYSTEM.
THEY'RE REALLY INVESTING IN OUR
CITY.
THEY'RE INVESTING IN MY FUTURE.
IF IT WASN'T FOR AIR B&B, I
DON'T KNOW.
I'D BE WORKING A FULL TIME JOB
AND JUST GETTING BY.
MAYBE A SOLUTION WOULD BE YOU
HAVE TO BE A RESIDENT TO RUN AN
AIR B&B.
MAYBE YOU CAN'T BE RUNNING AIR
B&B FROM OUT OF THE CITY THAT
HELPS WITH THE ABSENTEE HOST
PROBLEMS.
I THINK THE REAL PROBLEM IS
THERE'S ALL OF THESE DEVELOPERS
TAKING OVER AND BUILDING THESE
CONDOS, TAKING AWAY ONE FAMILY
HOUSES.
ONE-FAMILY HOUSES ARE NOT
REALISTIC FOR PEOPLE ANYMORE.
HOW DO YOU PAY A MORTGAGE AND
HOW DO YOU INVEST IN YOUR OWN
HOME IF HOMES ARE GOES FOR \$1
MILLION?
PEOPLE ARE NOT EVEN SECOND
GUESSING.
JUST WAITING AND SAVING MORE
MONEY AND MOVING OUT OF THE
CITY.
WE'RE LOSING OUR COMMUNITY
BECAUSE THERE'S NOT ENOUGH
PLACES TO INVEST IN YOUR OWN
HOME.
WITH THAT SAID, CULTURAL
EXPANSION HAS BENEFITTED FROM
AIR B&B.
THERE'S ECONOMIC EXPANSION.
IT'S MY WAY TO STAY.
I HOPE THAT OTHER PEOPLE CAN
TAKE THE ADVANTAGE OF MAYBE
THEIR PARENTS OWN A HOME AND
THEY ARE RUN IT AND STAY ALSO.

I WANT TO SAY THANK YOU.
>> THANK YOU, ROSE.
WELCOME.
>> THANK YOU, CHAIRMAN, CITY
COUNCILLOR.
I'M MARTIN.
I LOVE AT 144 BEACON STREET IN
BOSTON.
I'M CHAIR OF THE NEIGHBORHOOD

ASSOCIATION.
I'M VERY MUCH INVOLVED IN ADCO'S
WORK.
I WOULD HAVE TO GIVE YOU A
COUPLE OF IMPRESSIONS.
MY IMPRESSIONS OF WHAT'S GOING
ON HERE.
ONE IS THAT THIS SEEMS TO BE THE
MOST TROUBLESOME ISSUE IN BOSTON
HOUSING SINCE THE ACT OF 1765.
FROM WHICH MY FOREBEARS WERE
ABLE TO GET RENT-FREE
ACCOMMODATIONS AND FOOD IN
BOSTON RESIDENTS AS WELL.
SOMETHING THAT I'M RECOMMENDING,
BY THE WAY, SHOULD NOW BE
PURSUED.
MAYBE WE MADE SOME PROGRESS
THERE.
WE ALL KNOW WHAT THAT ACT LED TO
IN THE END.
WHAT STRIKES ME IN LISTENING TO
ALL THE TESTIMONY WE'VE HEARD IS
THAT THERE'S TREMENDOUS AMOUNT
OF VIOLENT AGREEMENT BETWEEN
PEOPLE FROM VERY DIFFERENT
PERSPECTIVES.
FOR EXAMPLE, PARTICULAR TO THE
PERSON THAT JUST SPOKE BEFORE
ME.
IN ALL DISCUSSIONS WITH ADCO AND
ELSEWHERE, THAT KIND OF USE OF
THE AIR B&B PLATFORM IS
ADMIRABLE AND THERE'S NO REASON
FOR ANY OF TO US WANT TO STOP
IT.
IN FACT, IF POSSIBLE, WE SHOULD
ENCOURAGE IT BECAUSE IT
CONTRIBUTES TOWARDS MAKING
HOUSING AS SHE POINTED OUT MORE
AFFORDABLE FOR THEM.
THERE IS ONE AREA OF
DISAGREEMENT THAT HAS A RISEN
FAIRLY RECENTLY.

THAT WAS BY SPEAKER CARL, THE
LAWYER; WHO RAISED A NUMBER OF
POINTS THAT I COMMENDED
CHARACTERIZED AS LEGAL
SELFISTRY.

ONE IS THE CONFLATION OF
INVESTORS LIKE MEMBERS OF ONE
FAMILY WHO ONE IS TRYING TO HELP
WITH THE KINDS OF INVESTORS THAT
WE ARE CONCERNED ABOUT.

PEOPLE HAVE NO CONNECTION TO
BOSTON WHO COME HERE BECAUSE
THEY PERCEIVE THERE'S A STRONG
FINANCIAL INCENTIVE FOR THEM TO
TAKE BUILDINGS, TAKE THEM OUT OF
RESIDENTIAL HOUSING, CONVERT
THEM TO SHORT TERM RENTALS
BECAUSE THAT'S THE WAY THAT THEY
CAN MAKE THE MOST AMOUNT OF
MONEY.

THAT'S NOT THE KIND OF INVESTOR
THAT WE'RE CONCERNED ABOUT.
THE SECOND POINT IS, THE
ARGUMENTS ABOUT COLLATION VERSUS
CORVOTION.

IT'S VERY DIFFERENT TO
DISTINGUISH ONE FROM THE OTHER.
PARTICULARLY FROM THE STORIES
THAT WE HEARD FROM THE PEOPLE IN
CHINATOWN, IF A LANDLORD SAYS
I'M GOING TO INCREASE YOUR RENT
BY A HUGE AMOUNT OR YOU HAVE TO
LEAVE BECAUSE I'M GOING TO DO
SOMETHING ELSE WITH THESE UNITS
AND TURN THEM TO SHORT-TERM
RENTALS, THAT'S NOT CORRELATION.
THAT IS CORVATION.

THE EVIDENCE IN ONE'S OWN EYES
AND ONE'S OWN EXPERIENCES.
THE THIRD POINT ABOUT PRIVACY.
PRIVACY IS SOMETHING THAT WE
NEED TO RESPECT.

IT'S DESCRIBED BY ANTHONY A
FICTIONAL PERSON WHO IS BEING
PRESENTED AS OWNER OF A UNIT
THAT WAS BEING OFFERED ON AN AIR
B&B.

SHOULD A COMPANY BE ALLOWED TO
RENT A BED WITHOUT YOU HAVING
ANY IDEA THAT DOES IT?
IS THAT REALLY A VIOLATION OF
PRIVACY?

IF WE INSIST UPON THAT
OCCURRING.

FINALLY, I WOULD LIKE TO OFFER MY SUPPORT OF AN AIR B&B POLICY, WHICH I THINK ADDRESSES IN ITS ESSENTIAL CONDITIONS EXACTLY WHAT WE'RE LOOKING FOR HERE. I'M QUOTING FROM THE LETTER OF JANUARY 24, 2017 FROM AIR B&B POLICY MANAGER TO THE MAYOR AND CITY COMMISSIONERS OF PORTLAND, OREGON.

I'LL JUST QUOTE A FEW LINES FROM THIS LETTER.

"AIR B&B IS COMMITTED TO RESPONSIBLE HOUSING AND WORKING WITH CITY LEADERS TO PROTECT LONG-TERM HOUSING STOCK IN PORTLAND.

LIKE YOU, WE'RE CONCERNED ABOUT PORTLAND'S HOUSING AFFORDABILITY CRISIS AND UNWELCOME COMMERCIAL OPERATORS, INVESTOR UNITS THAT MAY BE CONVERTING HOUSING TO ILLEGAL HOTELS ON OUR PLATFORM.

WHILE WE BELIEVE THE BEST SOLUTION IS A MULTIPRONG APPROACH, WE BELIEVE AS A COMMUNITY AND CAPABLE THAT WE HAVE AN OBLIGATION TO PRO ACTIVELY ADDRESS THE CHALLENGING.

THE LAST SIX MONTHS, WE HAVE TESTED PRODUCT BASED APPROACHES FOR SIMILAR CONCERNS.

WE LAUNCHED OUR ONE HOUSE, ONE HOME PRODUCT.

YOU MAY FIND A REMARKABLE SIMILARITY BETWEEN THAT DESCRIPTOR AND WHAT NANCY SAID A SHORT WHILE AGO.

I LAUNCHED THIS NEW YORK AND SAN FRANCISCO IN NOVEMBER 2016 WHICH DELIVERED HOSTS AT ADVERTISER LISTINGS.

WE'RE EXCITED THAT WE WILL BE LAUNCHED THE ONE HOUSE, ONE HOME POLICY IN PORTLAND TO ADDRESS UNWANTED COMMERCIAL ACTIVITY ON OUR PLATFORM EFFECTIVE JANUARY 30th.

I WOULD LIKE TO ADD MY VOICE TO THOSE OTHERS URGING YOU TO CONSIDER TO AMEND THE AUDIENCE TO INSIST UPON THE REMOVAL OF

THE INVESTING UNIT CATEGORY.
THANK YOU VERY MUCH.
>> THANK YOU.
[APPLAUSE]
WHAT IS YOUR NAME?
>> JOSEPH REPRESENTING EXPEDIA.
>> I'M GOING TO LIST A NAME OF
FOLKS TO CUE UP.
KENNETH, EDWIN, KATELYN, ADAM,
FRANCHESCA, CAROLYN, JAMES AND
RICHIE.
FOLKS CAN SORT OF CUE UP BEHIND.
STATE YOUR NAME.
>> JOSEPH WITH EXPEDIA, INC.
I'M THE BOSTON GOVERNMENT
AFFAIRS MANAGER FOR EXPEDIA,
INC.
I WANT TO THANK YOU FOR THE
OPPORTUNITY TO TESTIFY IN
SUPERINTENDENT OF MAYOR WALSH'S
ALLOWAL OF SHORT TERM RENTALS IN
THE CITY OF BOSTON.
I'M HERE TO APPLAUD THE
LEADERSHIP IN OF THE CRAFTING AN
RENTAL POLICY.
BOSTON HAS AN OPPORTUNITY TO
LEAD THE NATION CAN PRO PROPERTY
RIGHTS LAW THAT PRESERVES THE
CITY'S LONGSTANDING VACATION
RENTAL INDUSTRY, A LOT OF WHAT
WE HAVE HEARD TODAY IS BE THIS
OPPOSITE ENDS OF THE SPECTRUM AS
RELATES TO SHORT-TERM RENTING.
PEOPLE ARE MENTIONING HOME
SHARING WHERE THE OWNER
OCCUPIED, THE OWNER IS OCCUPIED
AND THE OTHER SPECTRUM WHICH IS
MULTIPLE BUILDINGS BEING BOUGHT
OUT AND PUT ON THE SHORT TERM
RENTAL MARKET.
92% OF THE PEOPLE ON THE RENTAL
PROPERTIES HAVE MULTIPLE HOMES.
SO THIS ISN'T AN ISSUE ABOUT --
THAT'S BEING COMPLAINED ABOUT.
IF THAT'S WHAT THE GENTLEMEN
SAID TRULY WHAT WE'RE TRYING TO
ADDRESS, THIS HAVEN'T THE RIGHT
WAY TO DO IT BY GOING AFTER
INVESTOR UNIT.
MAYBE THERE NEED TO BE A
DEFINITIONAL CHANGE.
THERE'S PEOPLE THAT LIST THEIR
SECOND HOME.
THE REASON WHY WE CATER TO THAT

GROUP IS BECAUSE THE TRAVELERS
THAT USE HOME AWAY AND BRBO,
WHICH HAS OPINION AROUND 20, 30
YEARS, WE'VE BEEN DOING THIS FOR
GENERATIONS.

THEY HAVE BEEN LISTING ON OUR
WEBSITES FOR GENERATIONS.

GIVEN THAT, OUR TRAVELERS
DEMOGRAPHICS ARE DIFFERENT THAN
THE OTHER PLATFORMS.

WE CATER TO FAMILIES.

THE AVERAGE TRAVELER IS A
50-YEAR-OLD WOMAN TRAVELLING
WITH A FAMILY OF FOUR THAT WANTS
USE OF THE WHOLE HOME WHEN
THEY'RE TRAVELING.

YOU WANT TO STAY UNDER ONE ROOF,
COOK TOGETHER, BRING PETS, WHICH
HOTELS DON'T ALLOW YOU TO DO.

MY FOLKS ALWAYS TRAVEL WITH
THEIR GOLDEN RETRIEVER.

IT'S A MUST FOR THEM.

I WANTED TO DISTINGUISH THERE'S
SOMEWHERE IN THE MIDDLE WHERE
FOLKS ARE JUST RENTING OUT ONE
SECOND HOME OR TWO SECOND HOMES.
THAT'S NOT AT ALL WHAT IS BEING
DEPICTED RIGHT NOW WHEN IT COMES
TO THE PERSON WHO IS RENTING OUT
MULTIPLE APARTMENT COMPLEXES, IF
YOU WILL.

OVERALL, THE PROPOSED REGULATORY
FRAME WORK HAS EXCELLENT
PROGRESS.

HOWEVER, WE WILL RESPECTFULLY
ASK YOU TO RE-VISIT TWO
STIPULATIONS.

THE ORDINANCE TALKED ABOUT A
NUMBER OF NIGHTCAPS.

THAT'S NOT EFFECTIVE.

JUST FAIR ENOUGH OVERALL.

PRIMARY AND SECONDARY HOMES
SHOULD BE LOOKED AT EQUALLY.

AS SOMEBODY MENTIONED, SEATTLE
WAS THROWN OUT THAT TAKES THAT
INTO ACCOUNTS.

SIMILAR ISSUES BY THE CITY OF
BOSTON.

THEY TOOK A LOOK AND SAID IT'S
NOT ENFORCIBLE TO PUT A NIGHTCAP
ON THIS.

IF YOU WANT TO REGULATE IT, WE
NEED IT SIMPLE.

ONE WAY TO DO THAT IS TO NOT

HAVE A NIGHTCAP.
SECONDLY, THE ORDINANCE MANDATES
THAT A BOOKING AGENT PROVIDE THE
CITY OF BOSTON WITH THE
ADDRESSES OF PROPERTIES LISTED.
A BOOKING AGENT WOULD COMPILE A
REPORT WITH INFORMATION
THAT COULD BE IN VIOLATION OF
THE STORED COMMUNICATIONS ACT.
MORE IMPORTANTLY, YOU KNOW, JUST
AS A CONSUMER MYSELF, THAT COULD
RAISE A LOT OF PRIVACY
CONDITIONS.

THE ORDINANCE DOES A REMARKABLE
JOB OF CODIFYING OUR INDUSTRY'S
PLACE IN THE BOSTON ECOSYSTEM.
IT'S TRULY AN ECOSYSTEM.
WHEN YOU THINK ABOUT SHORT TERM
RENTING, YOU THINK ABOUT PEOPLE
TRAVELING TO AN AIR OUTSIDE OF A
HOTEL'S REACH AND THEY CATER TO
A RESTAURANT THEY PATRONIZE.
A LOT OF PEOPLE HIRE
LANDSCAPERS, PEOPLE TO CLEAN
SHEETS.

SO IT'S SOMETHING WE NEED TO
THINK OF.

ASIDE FROM THAT, WE COMMEND THE
CITY OF BOSTON FOR COMMON SENSE
REGULATION AND WE LOOK FORWARD
TO CONTINUING THESE
CONVERSATIONS, THIS IS THE FIRST
OF MANY.

THANKS FOR YOUR TIME.

[APPLAUSE]

>> THANK YOU.

>> COUNCILLORS, I'M TIM.

I'M AN MMABB MEMBER.

I LIVE IN A FIVE-UNIT CONDO AND

I HAVE LIVED THERE 25 YEARS.

I'M SYMPATHETIC TO THE HOUSING
NEEDS.

I DON'T THINK THAT PEOPLE COMING
IN AND BUYING WHOLE BUILDINGS IS
THE PRIMARY PROBLEM.

FOR EXAMPLE, THERE'S BEEN A UNIT
JUST DOWN THE BLOCK FROM ME AT
COMMONWEALTH THAT HAS BEEN
CONVERTED FROM CONDOS TO A
HOTEL.

THAT'S FINE.

THAT SORT OF THING REQUIRES A
SIGNIFICANT CAPITAL OUTLAY AND
THE PERSON DOING IT EVEN AT AIR

B&B RATES DOES NOT MAKE A QUICK RETURN.
THEY'RE IN IT FOR A LONG HAUL.
THEY'RE A DIFFERENT CLASS OF INVESTORS.
THEY'RE NOT DAY TRADERS.
AS WHAT HAPPENED IN MY UNIT, IN MY CONDOMINIUM, A PERSON CAME IN AND RENTED ONE FLOOR ON A ONE-YEAR LEASE.
THEN THEY TURNED IT INTO AN AIR B&B AND STARTED MAKING MONEY RIGHT AWAY WITH VERY LITTLE UPFRONT BY RENTING IT OUT LONG AND SHORT.
IT'S A BUSINESS THAT ALLOWS YOU TO TURN A QUICK BUCK WITH FEW RESOURCES.
WE DIDN'T WANT THIS, BUT WE HAVEN'T BEEN ABLE TO STOP IT.
IT'S INTERESTING TO KNOW THAT ORDINANCES FORBID IT.
I FIND IT SHOCKING.
I HOPE IT DOESN'T LAST.
NEVERTHELESS, BE THAT AS IT MAY, WHEN WE CONSULTED A LAWYER ON THIS, THEY ADVISED US TO CHANGE OR CONDOMINIUM DOCUMENTS.
TURNS OUT THREE OF THE FIVE UNITES ARE RENTALS.
ONLY ONE IS BEING USED FOR SHORT TERM RENTALS.
THE OTHER PEOPLE DON'T WANT TO LIMIT THEIR OPTIONS BY CHANGING THE CONDOMINIUM.
I DOUBT IF I'M THE ONLY PERSON WHO IS IN THIS SITUATION, INCIDENTALLY.
SHOULD BE COMMON.
YOU CONSIDER THAT 2/3s OF THE PROPERTY OF THE CITY THAT WE HEARD TOO ARE RENTALS.
SO WE'RE SCREWED.
WE CONTINUE DO MUCH.
WHAT I'D LIKE TO SEE HAPPEN, THEREFORE AND I THINK IS RELATIVE -- I SHOULD MENTIONED THAT MAYOR WALSH ANNOUNCED HIS INITIATIVE, OUR RENT -- I'LL CALL HIM A ENTREPRENEUR, WHO IS RENTING THE AIR B&B IN OUR PLACE, HE PUT UP A NEW AIR B&B SITE FALSELY PROCLAIMING HE LIVES THERE.

WE KNOW THERE'S TIMES THAT HE'S
DONE THIS AT TWO OTHER
PROPERTIES IN BOSTON AT THE SAME
TIME.

IT'S A SMALL UNIT.

IF HE WAS AROUND TO ANY STEP OR
DEGREE WE WOULD KNOW IT.

I HAVEN'T SEEN HIM IN A YEAR.

I'VE HEARD HIS VOICE A COUPLE
TIMES.

THAT'S ABOUT IT.

WHAT HE'S GOING TO DO IS IF THIS
90-DAY THING GOES INTO EFFECT,
HE'S GOING TO RENT THE PLAY OUT
WHOLE FOR 90 DAYS A YEAR, OF
COURSE.

THE OTHER DAY, HE WOULD RESERVE
A ROOM.

HEAD WOULD PRO CLAIM HE'S LIVING
THERE.

AND HE ADVERTISES HIS SITE ON
AIR B&B, HUB ANDHOME.COM.

THAT'S A PRIVATE SITE.

IT'S NOT A PLATFORM AT ALL.

I SEE SOME UNFORTUNATE PROBLEMS
HERE.

ESPECIALLY SINCE HE WILL JUST
SAID HE LIVES THERE, HE WILL
PROBABLY CLOSE OFF ONE OF THE
ROOMS IN THE UNIT AND LET PEOPLE
FREE REIGN TO THE REST OF THE
PLACE.

HE LIKES TO PUT UP SIX PEOPLE IN
THERE AT A TIME.

ENOUGH OF MY SAD STORY.

WHAT I THINK THE BEST WAY TO
ADDRESS THIS PARTICULAR PROBLEM,
WHICH I HAVEN'T HEARD HERE
TODAY, IS VERY SIMPLE.

YOU DON'T LET PEOPLE WHO ARE
RENTERS SUBLET OR IF ANYTHING
SHORT TERM.

YOU DON'T YOU CAN'T DO IT.

THAT SEEMS TO BE THE MORE
ENFORCEABLE PRO SITUATION THAT
WOULD STOP THIS RENTING PROBLEM,
WHICH IS PROBABLY DRIVING FAR
MORE OF GROWTH IN AIR B&B IN THE
CITY THAN THE PROP OF PEOPLE
COMING IN AND BUYING UP UNITES
IN ORDER TO RENT THEM OUT AS AIR
B&B.

SO THAT'S MY ADVISE.

PLEASE FOR BID PEOPLE FROM --

RENTERS FROM REPORTING IN SHORT TERM.

THANK YOU VERY MUCH.

>> THANK YOU.

MY NAME IS JOHN BOOKSTON.

I LIST IN FENWAY.

I HAPPEN TO BE A MEMBER OF THE FENWAY CIVIC ASSOCIATION BOARD. I HAPPEN TO BE A REPRESENTATIVE FROM THAT BOARD TO ADCO BUT I'M SPOKING AS AN INDIVIDUAL BOTH FENWAY CIVIC AND ATCO HAVE SUBMITTED SUBSTANTIAL DOCUMENTS TO YOU.

I'M VERY CONCERNED AND HAVE BEEN FOR A LONG TIME THAT THIS SPECIES, IF YOU WILL, OF TAKING OVER HOUSING IN BOSTON HAS BEEN A CONCERN ENVIRONMENTALLY WE WOULD CALL IT AN INVASIVE SPECIES.

SOME PEOPLE WOULD SAY A FEW OF THESE WOULD BE PRETTY ON THE OTHER PLANTS IN THE AREA. BUT THAT'S NOT WHAT HAPPENED. THESE SPECIES IF ALLOWED WILL INVADE AND CHECK OUT NORMAL HOUSING.

SO I WOULD ASK THAT WE DO TWO THINGS.

ONE IS THAT WE PREVENT ANY INVESTOR FROM SHORT TERM RENTAL BECAUSE THAT TAKES AWAY A UNIT FROM HOUSING IN BOSTON.

AND I WOULD ALSO ASK THAT WE HAVE SOME TYPE OF VERY STRICT OWN FORCEMENT AND CLEAR VISIBILITY OF WHAT UNITS ARE BEING RENTED BY AIR B&B OR OTHER PLATFORMS IN THE BOSTON AREA SO WE CAN ENFORCE OUR POLICY.

THANK YOU VERY MUCH.

>> THANK YOU.

MR. CHAIRMAN, COUNCILLORS, I'M ELLIOT.

I LIVE IN BACK BAY.

I HAVE FOR OVER 40 YEARS NOW.

I'M SPEAKING HERE AS AN INDIVIDUAL DILEMMA OF BACK BAY. IT'S REMARKABLE TO ME TO LISTEN TO THE CONSENSUS THAT I'VE HEARD FROM THE SPEAKERS WHICH SEEMS OVERWHELMINGLY THERE'S ONE SET OF REALLY GOOD THINGS HERE,

WHICH ARE PEOPLE THAT ARE
RENTING OUT PARTS OR ALL OF
THEIR HOME FOR SHORT TERM WHO
ARE HELPING TO LIVE IN THEIR
SPACE WHO ARE RESIDENTS THERE
AND CARE FOR WHAT SOMEBODY IS
DOING IN THAT SPACE.
THAT'S PRETTY MUCH A GOOD THING.
AND THEN THERE'S PEOPLE THAT ARE
RUNNING HOTELS.
THAT'S REALLY WHAT WE'RE TALKING
ABOUT HERE.
AN UNSTAFFED, UNSUPERVISED,
ILLEGAL HOTEL.
OFTENTIMES THESE ARE THREADED
WITH INBUILDINGS.
WE TALK ABOUT FOLKS TAKING WHOLE
BUILDINGS.
THAT PROBABLY HAS A BIGGER HIT
ON AFFORDABLE HOUSING.
BUT PEOPLE THAT THREAD UNITS
WITHIN A BUILDING SUDDENLY THERE
ARE THREE UNITS PEOPLE COMING IN
EVERY DAY THAT YOU DON'T KNOW.
THERE'S A HOTEL THERE.
IF YOU RENT AS A SHORT TERM
RENTAL FROM SOMEBODY AND YOU
KNOW YOU'RE IN THEIR HOUSE,
THERE'S A LEVEL OF RESPECT
YOU'RE GOING TO HAVE BECAUSE
YOU'RE IN THEIR HOUSE AND
THEY'RE IN THEIR HOUSE AND
THEY'RE SEEING YOU THAT IS
DIFFERENT THAN IF YOU'RE RENTING
FROM AN INSTITUTIONAL PERSON
THAT IS LIKE RENTING FROM A
HOTEL.
YOU'RE NOT GOING TO CARE THE
SAME WAY.
SO I THINK THAT THE
INSTITUTIONAL USES CAUSE THE
OVERWHELMING PROBLEM HERE TO
NONINSTITUTIONAL USES ARE
SOMETHING THAT IS VERY, VERY
SUPPORTABLE.
I THINK IF YOU TAKE THE
INSTITUTIONAL USE OUT OF THE
PROGRAM AND AGAIN, IF YOU LISTEN
TO THE TESTIMONY, EXCEPT FOR A
COUPLE OF PEOPLE WHO I THINK ARE
BEING PAID TO TESTIFY BECAUSE
IT'S THEIR JOB, NOTHING WRONG
WITH THAT, BUT EVERYBODY ELSE
WAS CONSISTENTLY SAYING THE

WORRY IS ON THE INSTITUTIONAL
SIDE.

LET'S GET RID OF THAT PARAGRAPH
ABOUT THE INSTITUTIONAL UNITS
AND DISALLOW THEM AND THEN WE
HAVE A REALLY, REALLY SOLID
START OF GETTING ARMS AROUND
THIS ISSUE.

HOPEFULLY THAT IS EASIER THAN
SOME OF THE THINGS WE'VE ASKED
YOU TO DO IN THE PAST TO SORT OF
REWRITE EVERYTHING.

HOPEFULLY YOU'LL DO WHAT WE'VE
BEEN ASKING YOU TO DO AND WE'LL
HAVE A GREAT PRODUCT HERE.

THANK YOU.

>> THANK YOU VERY MUCH, ELLIOT.
GOING TO CALL MORE NAMES TO CUE
UP THE FLOOR.

ALICIA.

I CALLED HER NAME.

SHE'S NOT HERE.

>> HELLO, COUNCILLOR.

IT KATELYN.

I'M THE PUBLIC POLICY DIRECTOR
FOR SAUNDER.

SAUNDER IS DIFFERENT THAN THE
OTHER PLATFORMS YOU'VE HEARD
ABOUT TODAY.

IF YOU HAVE NEVER HEARD OF
SAUNDER BEFORE, THAT'S BECAUSE
THE CITY HAS RECEIVED ZERO
COMPLAINTS ABOUT US SINCE WE
BEGAN OPERATIONS IN 2015.

WE RECOGNIZE THERE'S A LOT OF
PROBLEMS WITH SHORT-TERM RENTALS
IN THE INDUSTRY, SO WE CREATED A
COMPANY TO SOLVE THEM.

SAUNDER OFFERS BEAUTIFUL
APARTMENTS TYPICALLY IN NEWLY
CONTRACTED BUILDINGS MANAGED BY
US SO WE CAN ENSURE THE QUALITY
FOR GUESTS IS EXTREMELY HIGH AND
WE CAN BE GOOD MEMBERS OF THE
COMMUNITY.

WE DO THIS COMPLETELY ABOVE
BOARD IN A WAY THAT IS
PROFESSIONAL AND CONTROLLED.
THE LANDLORDS WE WORK WITH KNOW
WHAT WE'RE DOING.

THE TRASH IS TAKEN OUT ON THE
RIGHT DAY AND WE PREVENT PARTY
PROBLEMS.

WE HAVE A STAFF OF 40 ON THE

GROUND IN BOSTON THAT ARE
AVAILABLE 24/7 LED BY ADAM
CAVANAUGH, OUR G.M. ON THE
GROUND.

WE SUPPORT THE CITY'S EFFORTS TO
REGULATE THE SHORT TERM RENTAL
INDUSTRY.

WE SUPPORT A HIGH STANDARD FOR
LICENSING INCLUDING SAFETY
REQUIREMENT, KNEW SAN MITIGATION
AND TAXATION.

WE ALSO SUPPORT THE DESIRE TO
LIMIT SHORT TERM RENTAL USE IN
INVESTOR UNITS IN AN EFFORT TO
MINIMIZE IMPACT ON BOSTON'S
HOUSING MARKET.

BUT THIS DOESN'T GO FAR ENOUGH
TO ACCOMPLISH THAT.

THE CURRENT DRAFT CAPS IT AT 90
DAYS.

THIS DOES NOTHING TO PRESERVE
HOUSING.

THE UNITS WON'T BE GOING BACK ON
THE PERMANENT HOUSING MARKET FOR
RESIDENTS IN FACT, IF YOU ASK
WOOBINGING WEBSITES TO CALL THEM
AT -- TO CAP THEM.

THIS WILL BE IMPOSSIBLE TO
ENFORCE.

WE PROPOSE THE CITY TO RESTRICT
EACH BUILDING TO A 25% LIMIT ON
SHORT TERM RESIDENTIAL UNITS.
WE PROPOSE THAT THE SHORT TERM
UNITS ARE BANNED IN BUILDINGS OF
5 OR FEWER UNITS.

THE BUILDINGS THAT YOU HEARD THE
MOST COMPLAINTS ABOUT, THIS
DIRECTLY ADDRESSES THE GOAL OF
PROTECTING HOUSING WHILE
ENSURING THE GOOD OPERATORS CAN
CONTINUE TO OFFER PROFESSIONAL
SERVICE IN A WAY THAT IS LIMITED

APPROPRIATELY.

THE RIGHT WAY TO LIMIT THE UNITS
IS LIMITING THE NUMBER, NOT BUT
THE NUMBER OF DAYS.

WE SUBMITTED A LETTER TO
COMMUNITY MEMBERS THAT OPTIMIZE
THIS IN DETAIL.

WE THANK YOU FOR YOUR TIME.

>> THANK YOU.

ANYTHING TO ADD, ADAM?

THANK YOU.

VERY GOOD.
YOU HAVE THE FLOOR, SIR.
>> THANK YOU.
GOOD TO SEE YOU.
THANK YOU, MR. CHAIRMAN.
I'M MIKE GEORGE.
329 BEACON STREET IN THE BACK
BAY.
I'M A 36-YEAR RESIDENT OF THE
BACK BAY.
BEEN ACTIVE IN COMMUNITY AND
CIVIC AFFAIRS, CAST A FEW PUBLIC
VOTES YOUR WAY IN THE PAST.
I'M HERE AS THE REPRESENTATIVE
ON ADCO.
I'VE BEEN WORKING ON THIS ISSUE
AFTER ARTURO GOT ME INVOLVED.
AN EXTREMELY COMPLEX ISSUE.
WE'RE AT DIFFERENT LEVELS OF
UNDERSTANDING ON THIS.
I APPRECIATE YOU TACKLING IT.
IT'S NOT AN EASY ONE.
I WANT TO SPEAK MOSTLY ABOUT A
GROUP THAT I CHAIR TO THE
NEIGHBORHOOD ASSOCIATIONS OF
BACK BAY.
IT'S ABOUT 74 OR 40 PEOPLE THAT
MEET ON A MONTHLY BASIS.
THEY'RE IN CHARGE OF FIVE-STORY
BROKEN STONES IN THE BACK BAY.
THERE'S PROBABLY 1,500 OF THEM.
A GOOD NUMBER OF THEM ARE
CHARGED, AS YOU KNOW, THE
MANAGERS IN YOUR CONDOMINIUM.
WE GET TOGETHER TO TALK ABOUT
THEM.
I HAVE TO ALSO MENTION THAT YES,
THE HARD WORK OF RUNNING THOSE
BUILDINGS IS DONE BY WOMEN, A
LOT OF THE WOMEN PROFESSIONALS
DOWNTOWN HAVE GOTTEN A STAKE IN
THE BOSTON BUILDING BOOM A
NUMBER OF YEARS AGO.
MANAGED THE MIDDLE CLASS THROUGH
A CONDOMINIUM THAT WE OWN AND
ALL OF OUR WET IS TIED UP THERE.
SO I HAVE TO SAY THAT I'M
SURPRISED THAT THE THE RESPONSE
I GOT FROM FOLKS WHEN THIS ISSUE
CAME UP WITH THIS GROUP.
PEOPLE ARE AFRAID.
PEOPLE ARE SCARED.
THEY DON'T LIKE STRANGERS COMING
INTO THEIR BUILDINGS IN THE

MIDDLE OF THE NIGHT.

AND THEY'RE VERY, VERY
CONCERNED.

ONE WOMAN TELLS THE STORY OF
GETTING A KNOCK ON THE DOOR IN
THE MIDDLE OF THE NIGHT ASKING
WHERE -- WHEN DO YOU TAKE THE
GARBAGE OUT HERE?

WE DON'T HAVE CONCIERGE'S HERE.
WE COULD MANAGE THIS -- A LOT OF
THE CONDO BUILDINGS HAVE MANAGED
THIS ON THEIR OWN.

COUNCILLOR BAKER ASKS THAT.
IF YOU LIVE IN A FIVE-STORY
BROWNS STONE AND THERE'S TWO
OWNER OCCUPANTS AND YOU DON'T
HAVE A MAJORITY VOTE -- I GO
OVER THIS EVERY MONTH -- YOU
HAVE TO HAVE A MAJORITY VOTE TO
AMEND THE BY LAWS.

THAT'S HOW DEMOCRACY WORKS.
AS YOU PROBABLY ARE AWARE OF
THAT.

SO YOU NEED A LAW.
YOU NEED SOME PROTECTION FOR
THOSE FOLKS THAT LIVE IN
BUILDINGS THAT ARE NOT -- THAT
ARE NOT OTHERWISE -- CAN'T
OTHERWISE REGULATE THIS ON THE
PRIVATE MARKET.
THIS IS MOSTLY ABOUT LIVEABILITY
FOR THE RESIDENTS OF THE BACK
BAY.

THE INVESTOR UNITS ARE THE
PROBLEM BECAUSE THEY EXACERBATE
EVERY SINGLE NEGATIVE IMPACT
FROM THE SHORT TERM RENTALS.
THE HOUSING COSTS GO UP, THE
SAFETY AND SECURITY CONCERNS.
NOBODY TALKS ABOUT THE CONSUMERS
AND HOW THEY WILL HAVE TO PAY
MORE.

WE'RE A WORLD CLASS CITY AND WE
HAVE A REPUTATION.

IF WE GET A REPUTATION OF
GOUGING CONSUMERS, THAT'S NOT
GOOD EITHER.

OF COURSE, THE JOBS.
THE LIVE ABILITY IS A PROBLEM.
ENFORCEABILITY IS A PROBLEM.
I'VE BEEN A PUBLIC MANAGER IN
STATE AND LOCAL GOVERNMENT FOR
30 AND 40 YEARS.

AS A MANAGER, I'LL ALWAYS TELL

YOU I CAN DO THE JOB.
HOPE YOU TAKE TO THE RANK AND
FILES, THE OFFICERS, THE
POLICEMEN THAT RESPOND TO OUR
CALLS.
I APPRECIATE WHAT THAT DO.
I HOPE YOU TALK TO THE UNION
RANK AND FILE IF THIS IS A JOB
THAT THEY CAN DO.
WITH THE INVESTOR CLASS IN THIS
BILL AS IT IS NOW, IT'S UNENFORCEABLE.
FINALLY, I WANT TO SAY IT'S AN
INVESTOR CLASS BECAUSE THAT'S
THE WAY THINGS ARE.
TWO ARE RENTER-OWNED AND THAT'S
THE WAY THINGS ARE.
I THINK THE QUESTION BEFORE THE
COUNCIL IS DO YOU WANT TO
IMPROVE THE LIVEABILITY OF THE
CITY?
DO YOU WANT TO TAKE ACTION TO
MAKE MORE RESPONSIBLE HOME
OWNERSHIP AND MAKE THIS THE
WORLD-CLASS CITY IT IS.
>> THANK YOU FOR THE WORK YOU DO
AND ANOTHER PLUG FOR ADCO FOR
THE WORK COMPILING THE DATA AND
GETTING INFORMATION TO THE
COUNCIL SO APPRECIATE YOUR TIME
AND EFFORTS.
HAVE YOU THE FLOOR, SIR, HOW ARE
YOU?
>> CHAIRMAN, COUNCILS, THANK YOU
FOR THE OPPORTUNITY TO SPEAK
THIS AFTERNOON.
THREW FOR OPENING THIS UP TO A
DISCUSSION I THINK HAS A LOT
MORE TO GO.
I'M KENNETH LOTSON ON BEHALF
BOSTON HOST ALLIANCE.
A SMALL GROUP OPERATING AIRBNBS
AND BELIEVE THE MAYOR'S PROPOSAL
IS WELL-INTENTIONED BUT
HISTORICALLY IMPLEMENTED AND CAN
IMPACT THE ECONOMY AND WE'RE
GLAD YEAR HAVING THE DISCUSSIONS
AND GLAD TO GO FORWARD.
SOME OF THE REGULATIONS WE'RE
OPEN BECAUSE OPERATING IN A
MARKETPLACE WHERE WE'RE MORE
THAN OPEN TO SENSIBLE
REASONABLE, REGULATIONS
PROVIDING ACCOUNTABILITY.
I'VE WRITTEN SOME TESTIMONY THAT

CAN HELP GO OVER THE REGULATIONS
WE'RE OPEN TO.

THEY'VE BEEN ADDRESSED BY OTHER
SPEAKERS AS WELL.

THE CITY HAS A GREAT GOAL IN
MIND BUT I DON'T THINK IT'S BEEN
HIGHLIGHTED ENOUGH.

THE IMPACT THE INVESTOR-CLASS
UNITS CAN HAVE A LOCAL ECONOMY.
WE HAVEN'T TALKED ABOUT THE
PEOPLE BEING EMPLOYED.

THE CONTRACTORS, THE
LANDSCAPERS, THE CLEANING CREWS,
NOT TO MENTION THE BACK END OF
THESE BUSINESSES THAT HAVE
GOTTEN MORE COMPLEX.

THOSE PEOPLE AREN'T BEING
REPRESENTED TODAY.

THEY DIDN'T HAVE THE DAY OFF
WORK TODAY LIKE THE HOTEL LOBBY
DID AND THEY ARE TAKING TIME
FROM THEIR DAY TO BE HERE AND
REPRESENT A CAUSE THEY BELIEVE
IN.

WE HAVE FOCUSSED A LOT ON THE
NEGATIVES.

IN ANY MARKETPLACE THERE WILL BE
BAD ACTORS.

I THINK OPENING THIS UP TO
REGULATIONS THAT MAKE SENSE AND
FOR INSTANCE, DON'T CAP THE DAYS
OR NIGHTS A UNIT CAN BE RENTED
WOULD ALLOW FOR THE BAD ACTORS
TO BE WEEDED OUT AND WE COULD
SEE THE GOOD ACTORS, LIKE
SAUNDERS, POINTED OUT, RISE TO
THE TOP AND RISE TO THE
CHALLENGE OF ANY REGULATIONS YOU
WOULD PUT IN PLACE.

AND BOSTON HAS A REAL
OPPORTUNITY TO BE NOT A FOLLOWER
BUT LEADER.

WE'RE A CUTTING-EDGE CITY.

WE ALWAYS HAVE BEEN.

IT REPRESENTS AN OPPORTUNITY TO
WORK TOGETHER AS A COMMUNITY AND
COME UP WITH REGULATIONS THAT
MAKE SENSE AND ALLOW THE LOCAL
ECONOMY TO THRIVE.

THANK YOU FOR YOUR
CONSIDERATION.

I'D BE HAPPY TO ADDRESS
QUESTIONS NOW AND IN THE FUTURE
AND LOOK FORWARD TO WORKING WITH

YOU ON THE PROCESS GOING FORWARD.
>> APPRECIATE IT.
>> HELLO.
MY NAME IS EDWARD LAMAY.
I'M 75 YEARS OLD.
I LIVE AND HOST IN BOSTON'S SOUTH END.
I'VE BEEN LIVING IN BOSTON SINCE 1967 AND LIVING IN THE SAME HOUSE SINCE 1978.
I BOUGHT IT IN 1981 TO MARCH OF 2013 I RENTED MARKET-RATE HOUSING AND SOMETIMES BELOW MARKET RATES BECAUSE WHEN I FIRST BOUGHT THE HOUSE I WAS RENTING TO STUDENTS AT A RATE THEY COULD AFFORD.
YEAR AFTER YEAR FROM ONE YEAR TO 1991 I'VE INVESTED AND BORROWED MONEY AGAINST THOSE PROFIT TO IMPROVE THE HOUSE.
IN 2013 SOME TENANT MOVED OUT BECAUSE OF CONSTRUCTION IN THE NEIGHBORHOOD, CONSTRUCTION NOISE.
AT THAT POINT I'D ALREADY BEEN WITH AIRBNB AND A COUPLE CONFERENCES I PARTICIPATED IN AND LIKED THE EXPERIENCE AND WANTED TO TRY IT ON THE UNIT WHEN I MOVED OUT.
I WAS EXTREMELY PLEASED AND VERY HAPPY WITH GUESTS IN THAT HOUSE IN THAT UNIT.
I CONTINUED TO LIVE IN THE SAME HOUSE.
I LIVE IN A THREE BEDROOM APARTMENT AND RENT OUT AND THE DUPLEX IS TWO BATHROOMS AND TWO FLOORS AND RENT THAT OUT AND THE STUDIO APARTMENT IS TWO PEOPLE.
I'M EXTREMELY LUCKY, I SUPPOSE, BUT I'VE PUT A LOT OF TIME AND EFFORT INTO GETTING THE GUESTS THAT I HOST AND AIRBNB DOES A GREAT JOB, I THINK, BECAUSE THEY KEEP TRACK OF EVERY GUEST.
AS A RESULT I'VE HAD OVER 800 LISTINGS AND MAYBE THREE OR FOUR PROBLEMS THAT HAVE COST ME LITTLE MONEY BUT THREE OR FOUR PROBLEMS LARGELY BECAUSE OF THE VETTING PROCESS OF AIRBNB.

BUT IT'S ALSO BECAUSE I OFFER MY HOUSE AS A QUIET HOUSE AND A QUIET NEIGHBORHOOD.

THERE ARE NO PARTIES.

I ASK PEOPLE TO BE QUIET AFTER 11:00 AND PEOPLE THAT I'VE HOST ARE FROM COUNTRIES ALL OVER THE WORLD AND AT TIMES I'VE SUBSIDIZED THEIR RENT.

I HAD A GRADUATE STUDENT FROM ISTANBUL, TURKEY AND CAME FOR A WEEK AND ENDED UP STAYING TWO MONTHS.

I'VE ALSO HOSTED ACTORS -- A CURRENT ACTOR THAT JUST CHECKED OUT WAS GEORGE LEFSKI WHO PLAYED SHAKESPEARE IN SHAKESPEARE IN LOVE.

IT'S ONE OF MY WAYS OF SUPPORTING THE ARTS.

BUT ALSO AIRBNB HAS A GIVE-BACK PROGRAM AND I'M A BIG SUPPORTER OF THAT AND ALSO I SUPPORT CULTURAL EVENTS IN THE SOUTH END AND THE BOSTON GAY MENS COURSE. BEING A MEMBER OF AIRBNB HAS GIVEN ME THE TIME THEY NEED TO CONTRIBUTE BACK TO THE CITY AND I DO VOLUNTEER AND I HAVE BEEN VOLUNTEERING FOR YEARS.

ONE EXAMPLE I WAS ON THE GOVERNOR'S COMMISSION FOR GAY AND LESBIAN YOUTH.

I LOVE GIVING BACK TO THE CITY. IT'S BEEN A GREAT CITY FOR ME AND OPPORTUNITY FOR ME.

I FIRST MOVED TO THE SOUTH END WHEN IT WAS ON THE CUSP OF -- OR AT THE TIPPING POINT.

IT WAS A RISKY NEIGHBORHOOD.

I WALKED WITH TA PA -- PATROLS AND SAT ON THE STOOP AND IT WAS A CUSTOM AND NOW MY GUESTS SAY HOLA TO THE PEOPLE IN VILLA VICTORIA ON THEIR WAY TO THE RESTAURANT AND ADD A DEAL TO THE NEIGHBORHOOD.

MY NEIGHBORS LIKE THEM AND THEY FEEL A PART OF THE NEIGHBORHOOD. I'M HOPING SOME DAY SOME OF THEM WILL MOVE TO BOSTON.

THANK YOU.

>> WE'LL READ THE LIST OF NAMES OF PEOPLE WHO HAVE SIGNED IN.

ZACH SISERO, JAKE ALBERO, LINDA JACKSON, PAUL BUTTA, RICHARD GIARDANO.

IF YOU CAN QUEUE UP THE NEXT AVAILABLE MICROPHONE, I GUESS.

>> I'M RICHARD GIORDANO REPRESENTING FENWAY, CDC.

I THANK YOU FOR ALLOWING TO US TESTIFY.

I HAVE HARD COPIES OF MY TESTIMONY I WOULD LIKE TO SHARE WITH THE COUNCIL AND ALL E-MAILED THIS LAST NIGHT AND LATE BUT YOU GOT IT LAST NIGHT. I THINK OVER WHO IS TESTIFYING HERE TODAY LOVE THE IDEA OF MOM AND POP -- POP RENTING AND HELPING WITH THE MORTGAGE AND PAYING OFF THE BILLS.

THAT'S NOT WHAT WE'RE HERE ABOUT, WHAT WE NEED TO DO IS LOOK AT THE STRUCTURE OF THE SITUATION AND THE LARGER PICTURE.

THERE'S TERRIBLE ANECDOTES OF PEOPLE BEING DISPLACED.

LET'S MOVE IT BACK UP TO THE LEVEL OF IT'S NOT ABOUT THE SHARING ECONOMY.

THAT'S NOT THE PROBLEM.

IF YOU WANT TO SHARE YOUR HOME, MORE POWER TO YOU.

WHAT WE'RE LOOK AT IS THE MISUSE OF A BUSINESS MODEL TAKING THOUSANDS OF UNITS OFF THE LONG-TERM RENTAL MARKET.

I'D ALSO LIKE TO INCLUDE AND LOOK AT THE CORPORATE SHORT-STAY MARKET.

YOU MAY BE SHAKING YOUR HEAD, WONDERING WHAT IS THIS PAGE AFTER PAGE I'VE GIVEN YOU OF LISTINGS.

I'VE DONE THIS DATA ON MY OWN AND THEY LEASE OUT TO LARGE BLOCKS ALL OVER THE CITY.

I'VE BEEN ABLE TO TRACK 100 MAJOR BUILDINGS, ABOUT 105, REPRESENTING ABOUT 10,000 APARTMENTS.

OUT OF THAT I THINK IT'S SAFE TO SAY AT LEAST 20% TO 25% OF THEM HAVE BEEN TAKEN OFF THE MARKET AND ARE SHORT STAY.

NO ONE IS SAYING WE CAN'T DO CORPORATE SHORT STAY BUT ALONG WITH THE BUILD TO STOP SOME OF THE ABUSES MUCH THE AIRBNB PLATFORM WE NEED TO MOVE THE INVESTOR CLASS OUT OF AIRBNB AND LOOK AT CORPORATE SHORT STAY. THERE'S POSTER CHILD IN HERE OF A MISUSE OF THE PROCESS. THE BULK OF THE BUILDINGS WERE NEVER PERMITTED OR APPROVED TO HAVE CORPORATE SHORT STAY. THEY WERE TOUTED TO THE RESIDENTS AND VRA AND OTHERS AS RENTAL UNITS. THEY WERE SWITCHED OVER EXCEPT FOR A FEW CASES. POSTER CHILD FOR BAD BEHAVIOR THE SERENITY PUT UP TWO OR THREE YEARS AGO AND I'VE NOW LEARN FROM ANOTHER DEVELOPER ANOTHER GROUP OF APARTMENTS HAS BEEN MASTER LEASED OUT TO ANOTHER SHORT-STAY COMPANY. AND THEY SOLD IT TO BELL. SIMILAR SITUATION. INTERESTINGLY ENOUGH IN THE MIDDLE OF THE BUILDINGS WE HAVE THE PERFECT EXAMPLE OF WHAT SHOULD HAVE HAPPENED, ASTRAZENECA. THEY WERE PERMITTED, APPROVED, BUILT, REHABBED AS MEDICAL SHORT STAY. THEY DO A TREMENDOUS JOB OF IT. WE LIKE THEM. THE PROBLEM HERE IS THE CITY AS POINTED OUT IN THE OVERLAY MAP HAS EXISTING ZONING WHICH WILL DEAL WITH MOST OF THIS. IT HAS NOT BEEN ENFORCED. WE HAVE AREAS IN THE CITY. WE HAVE CONDITIONAL AND WE HAVE PROHIBITED AREAS. NONE OF THAT HAS BEEN USED OR APPLIED OR LOOKED AT FOR FIVE OR 10 YEARS. ALONG WITH THE ISSUES THAT HAVE BEEN RAISED I URGE THE COUNCIL DON'T ALLOW INVESTOR UNITS IN THIS ORDINANCE THE MAYOR HAS PROPOSED WE NEED PERHAPS OVER THE WEEKS AND MONTHS AHEAD OF WHAT'S GONE ON WITH THE

CORPORATE SHORT-STAY MARKET.
AND IN MISSION HILL DEVELOPERS
ARE NOW APPROACHING THE
NEIGHBORHOOD SAYING THAT PART OF
THEIR PLAN IS TO THEY HAVE TO
HAVE CORPORATE SHORT-STAY IN
THEM.

SO IF WE THINK WE HAVE 169,000
RENTAL UNITS IN THE CITY, WE'RE
WRONG.

WE PROBABLY HAVE VERY CLOSE TO
10,000 FEWER RENTAL UNITS IN THE
CITY BECAUSE THEY'RE BEING TAKEN
UP EVERY DAY BY CORPORATE
ENTITIES BY AIRBNB OR SHORT-STAY
CORPORATIONS.

THERE ARE 10 MAJOR SHORT-STAY
CORPORATE ENTITIES DOING MOST
THE BOOK ON THAT LIST.

IF YOU WANT TO LOOK AT THEM, I
ACTUALLY E-MAILED YOU THE EXCEL
SPREAD SHEET SO YOU CAN HAVE
STAFF PLAY WITH THEM.

IF YOU HAVE ANY QUESTIONS I'M
HAPPY TO ANSWER THEM.

>> THANK YOU AND THANK YOU FOR
THE ILLUSTRATION.

APPRECIATE IT.

>> THANK YOU FOR THE TIME.

>> CUE UP WE HAVE TWO
MICROPHONES TO CREATE TWO LINES
AND ALSO WE'RE GETTING TO THE
POINT IF YOU HAVE NOT HEARD YOUR
NAME CALLED, PLEASE FEEL FREE
AND YOU WISH TO OFFER TESTIMONY
FEEL FREE TO QUEUE UP BEHIND
EITHER MICROPHONE AND WE'LL GET
YOUR TESTIMONY.

[INDISCERNIBLE]

>> LIKE ANYTHING THERE'S TWO
SIDES AND MAYBE IN THIS CASE
MANY MORE SIDES.

I'M A BOSTON NATIVE AND HAVE
BEEN A REAL ESTATE AGENT AND
HAVE LISTENED TO PEOPLE DISCUSS
HOW SHORT-TERM UNITS ARE TAKING
INVENTORY OFF THE MARKET.

30 YEARS AGO THE RENTAL MARKET
LIKE THE HOUSING MARKET THERE
WAS A BIG BOOM AND THE LOOKED
LIKE WE WERE HAVING A HOUSING
SHORTAGE.

THAT SUMMER AND JULY AND I GET
CALLS FROM PEOPLE NEEDING

LONG-TERM ACCOMMODATIONS MOSTLY
FOR MEDICAL REASONS.

A FAMILY MEMBER WAS NEEDING
SURGERY AND THEY COULDN'T AFFORD
TO STAY IN A HOTEL.

AND I HAVE SEVERAL UNITS THAT I
MANAGE FOR PRIVATE LANDLORDS AND
EVERY UNIT I HAVE ACQUIRED, I'VE
ACQUIRED BECAUSE IT DID NOT RANK
ON THE MARKET.

AND IF I DIDN'T TAKE THESE UNITS
OVER WE'D HAVE A VACANT UNIT NOT
BE ABLE TO PAY THE MORTGAGE AND
IT'S A DOWNWARD SPIRAL FROM
THERE.

IT'S A WIN-WIN.

YOU WERE ABLE TO HELP THE
LANDLORDS AND HELP FAMILIES.

WE HAVE A STRICT POLICY.

WE DO EXTENSIVE VETTING.

WE DON'T ACCEPT JUST ANYBODY.

WE DON'T ALLOW PARTIES.

WE'VE NEVER HAD NOISE

COMPLAINTS.

IT'S VERY IMPORTANT I MAINTAIN
THE INTEGRITY OF THE
NEIGHBORHOOD.

WE'RE VERY LOW KEY.

AND THEY CAN ONLY COME TO BOSTON
DURING THE SUMMER.

WHERE DOES DOES THAT LEAVE
PARENTS WHO HAVE CHILDREN IN
BOSTON COLLEGES OR FAMILIES THAT
WANT AND COME AND LEARN ABOUT
THE HISTORY OF BOSTON THAT CAN'T
AFFORD IT STAY IN A HOTEL.

RIGHT NOW AS I SPEAK AND IT'S
BEEN A DIFFICULT AND TRYING TIME
FOR US AND I CAME TO BOSTON
BECAUSE THE BEST SURGEON IN THE
COUNTRY IS IN BOSTON AND MY
DAUGHTER NEEDED SURGERY TO
REMOVE A HUGE TUMOR IN HER BRAIN
STEM AND WE HAD PROHIBITIVE COST
FOR A HOTEL AND THE DOCTOR TOLD
US WE NEEDED A PLACE TO COOK
NUTRITIOUS FOOD FOR HER UNTIL
SHE COULD GO BACK FOR A
FOLLOW-UP AND WE FOUND CARMEN'S
PLACE.

WE RENTED WAS ONE-THIRD THE COST
OF A BUDGET HOTEL AND WE ENJOYED
COMFORTABLE ACCOMMODATIONS IN A
NICE AREA 30 MINUTES FROM THE

HOSPITAL.

THE PEOPLE HAVE BEEN WONDERFUL
AND HELPFUL.

BOSTON IS A WONDERFUL PLACE AND
YOU HAVE AMAZING DOCTORS HERE.
THE ABILITY TO RENT COMPLIMENTS
A GREAT CITY.

THE BEST, DEBORAH ARMSTRONG.
THANK YOU VERY MUCH.

>> AND I WOULD LIKE IT SAY THAT
I FEEL LIKE THE HOME-SHARING
MARKET SHOULD HAVE THE INVESTOR
CLASS PART OF THE HOME-SHARING
MARKET.

IT ONLY SHRINKS AN
ALREADY-LIMITED SUPPLY.
THEY CAN RENT 45 WEEKS FROM THE
EROR THE 90 DAYS ALLOWED AND
MAKE AS MUCH INCOME WITHOUT
MAINTAINING A YEAR-ROUND LEASE.
TO SUGGEST THERE'S ANYTHING IN
THIS NEW ORDINANCE THAT WOULD
MITIGATE THE LOSS OF LONG-TERM
RENTALS BY CHARGING AN INVESTOR
\$500 ANNUAL REGISTRATION FEE IS
LAFABLE.

AND THIS TYPE OF SHORT-TERM
RENTAL WILL ONLY CREATE MORE
DISPLACEMENT WHILE INCREASING
REPRESENT.

MANY BOSTON RESIDENTS AND WE CAN
SEE THE DESTABLIZATION OF RENT
AND QUALITY OF LIFE THAT FOLLOW
THE LOSS OF LABOR NOT INVESTED
IN OUR COMMUNITIES.

WITH THE CLASS SHARING THE SAME
ABSENTEE LANDLORDS THAT RUN
DORM-LIKE BUILDINGS WILL NOW BE
REWARDED WITH AN OPTION TO RENT
THEIR APARTMENTS IN THE AIRBNB
FOR THE THREE MONTHS UNTIL THE
STUDENTS RETURN IN THE FALL
AFTER THEIR SUMMER BREAKS.
AS A RESULT THE APARTMENT
BUILDINGS WILL NEVER CHANGE OVER
TO STABLE POPULATIONS WHEN ONE
TRANSIENT POPULATION AND IT
PROTECTING OUR NEIGHBORHOODS
FROM TRANSIENT POPULATIONS.

THANK YOU.

>> THANK YOU VERY MUCH.

>> I'M PAUL BUTTA.

MY WIFE AND I HAVE OWNED AND
LIVED IN A TOWNHOUSE IN BAY

VILLAGE OVER 20 YEARS NOW.
FIRST OF ALL I WANT TO THANK YOU
ALL FOR YOUR PERSISTENCE WITH
THIS MARATHON EVENT.
I APPRECIATE IT.
FOR MOST THAT TIME WE WERE IN A
TWO-FAMILY TOWNHOUSE.
WE RENTED THE DOWNSTAIRS
APARTMENT WITH A NORMAL
YEAR-LONG LEASE AND WITH THE
PROPERTY TAX INCREASES AND OTHER
FEES CAUSED US TO INCREASE THE
RENT AND WE HAD TENANT THAT
MOVED OUT TO OTHER PARTS OF THE
CITY AND MY WIFE AND I HAD A
DIFFICULT TIME FINDING PEOPLE
THAT COULD PAY THE RENT.
IN A SENSE OUR APARTMENT WAS
BECOMING UNAFFORDABLE EVEN
BEFORE AIRBNB CAME ON THE SCENE
AROUND 2016 SO THERE AROUND BUT
NOT QUITE AS PREVALENT.
SO WE CONSIDERED SELLING THE
UNIT SEPARATELY AS A CONDOMINIUM
AS ONE WAY TO MAKE UP FOR IT
THEN WE THOUGHT WE'D EXPERIMENT
WITH THE SHORT-TERM RENTAL
APPROACH FIRST.
THE PAST YEAR AND A HALF FOR US
HAVE BEEN A FABULOUS EXPERIENCE.
BECAUSE OUR APARTMENT HAS THREE
BEDROOMS, A VAST MAJORITY OF OUR
GUEST MULTI-GENERATIONAL
FAMILIES FROM DIFFERENT PARTS OF
THE WORLD AND COME TOGETHER AND
CONVERGE IN BOSTON FOR A
VACATION TOGETHER OR SOMETIMES
TO SUPPORT A LOVED ONE AT A
NEARBY TUFTS MEDICAL CENTER AND
OUR LATEST GUEST WAS FROM CHINA
AND OUR GUESTS NOT ONLY HAVE THE
ABILITY TO STAY TOGETHER IN A
HOME-LIKE ENVIRONMENT AND SHARE
MEALS BUT COULD STAY AT THE
NEARBY HOTELS.
SO OUR HOME PROVIDES AN
ECONOMICAL OPTION FOR A LARGE
FAMILY.
WITHOUT OPTIONS LIKE OURS, THESE
GUESTS WOULD LIKELY CHOOSE TO
STAY MONEY STAYING OUTSIDE WHERE
THEY COULDFIDE --
COULD FIND ACCOMMODATIONS AND
I'M AWARE OF SOME AIRBNB RENTALS

IN THE AREA BUT WE LIVE
UPSTAIRS.
WE DON'T WANT TROUBLESOME
NEIGHBORS EITHER AND ENFORCE
RULES WHEN NEEDED.
I UNDERSTAND REGULATION IS
NECESSARY TO ENSURE THE SAFETY
AND QUALITY OF THE EXPERIENCE
FOR VISITORS IN BOSTON.
I ONLY ASK YOU CONSIDER OUR
AFFORDABILITY AS OWNERS BY
EXEMPTING OWNER-OCCUPIED
BUILDINGS FROM THE MOST
RESTRICTIVE OF YOUR PLANNED
LIMITS.
WE'RE NOT NEW YORK INVESTORS.
WE'RE NEIGHBORS WHO ENJOY
SHARING OUR HOUSE AND
NEIGHBORHOOD WITH VISITORS.
THANK YOU FOR YOUR
CONSIDERATION.
>> I'M PAUL ALVARINO AND I
MANAGE AN AIRBNB AND I'D LIKE TO
REITERATE ABOUT THE INVESTOR
CLASS LUMPING IN A LOT OF PEOPLE
WHO MAY NOT BELONG THERE.
AND I THINK IT WOULD BE
WORTHWHILE TO HAVE A
CONVERSATION WITH THE BOSTON
HOTEL ALLIANCE AND MAYBE SOME
OTHER GROUPS WHO HAVE COME
TOGETHER TO SPEAK ABOUT WHAT
THIS INVESTOR CLASS SHOULD
INCLUDE.
I THINK THERE'S A LOT OF GOOD
IDEAS REGARDING THE LICENSING
AND I SPEAK FOR THE BOSTON HOTEL
ALLIANCE AND OTHER HOST WHO'S
ARE HERE TODAY SAYING WE'RE PART
OF THE ACTORS.
THERE'S GOOD AND BAD ACTORS
INCLUDING LONG-TERM LANDLORDS OR
EVERY AIRBNB HOST IS THE SAME
AND I THINK THERE COULD BE A
MUCH BETTER OPPORTUNITY HERE TO
COME UP WITH SOMETHING THAT
ISN'T SO LIMITING TO THE
INVESTOR CLASS.
THEY DON'T WANT THE
PROLIFERATION OF INVESTORS
BUYING UP BUILDINGS AND TURN THE
WHOLE BUILDING INTO AIRBNBs.
I DON'T THINK THAT'S REALLY
ANYONE'S GOAL.

I THINK WE NEED TO BE GIVEN A VOICE AT THE TABLE AND THAT WOULD BE WHAT I WOULD OFFER FROM THE COUNCILS HERE TODAY IF YOU GUYS WILL FOLLOW UP WITH US WITH THE WRITTEN TESTIMONY AS WELL. >> THANK YOU VERY MUCH, JAY. APPRECIATE IT. WELCOME.

>> COUNCILORS, MY NAME IS MARY MCGEE THE PRESIDENT OF THE NORTH END WATER FRONT ASSOCIATION. WE HAVE SUBMITTED A LETTER WITH REGARD TO THIS ORDINANCE. I WON'T GO THROUGH THE WHOLE LETTER BUT I WOULD LIKE TO EMPHASIZE A FEW POINTS. WE OPPOSE THE SHORT-TERM RENTAL ORDINANCE.

WE ARE IN FACT AND PEOPLE SOMETIMES THINK OF THE NORTH END AS AN ENTERTAINMENT ZONE BUT WE ARE PRIMARILY A RESIDENT AREA WITH MANY LONG-TERM RESIDENTS. I'M ONE OF THEM.

I'VE LIVED THERE ALMOST 34 YEARS.

I'D LIKE TO JUST MENTION IF YOU CAME TO MY NEIGHBORHOOD I CAN SHOW YOU FIVE ANECDOTES WITHIN A BLOCK OF WHERE I LIVE.

AS A MATTER OF FACT, ONE OF THOSE ANECDOTES KEPT THE WHOLE NEIGHBORHOOD UP LATE RECENTLY SO THIS IS REAL.

IT'S NOT JUST A FEW.

AS A MATTER OF FACT, ONE OF OUR MEMBERS WHO COULD NOT STAY ASKED ME TO MENTION THAT THE BUILDING NEXT TO HIM WHICH IS ONE OF THE FIRST BUILDINGS WE LEARNED ABOUT DOING THIS ABOUT WAS OWNED BY A SYNDICATE THAT WAS BASED IN SOUTH DAKOTA.

IT REMOVES INVENTORY FROM THE MARKET AND CAUSES PRICE TO GO UP.

NO ONE CAN AFFORD TO PAY FOR A UNIT OR BUILDING WHAT THE INVESTORS CAN PAY.

THE OTHER THING IT DOES IS SERIOUSLY AFFECTS OUR QUALITY OF LIFE IN A TIGHT COMMUNITY.

THESE UNITS WHETHER THEY'RE THE

WHOLE BUILDING OR WHETHER IT IS A PARTY, A SINGLE BACHELORETTE PARTY AND IF THAT'S IT GO THE HOTEL YOU SEE WHAT THEY BRING TO THE PARTIES, THEY CAN AFFORD A HOTEL.

WE'RE ASKING YOU KEEP ABUSES WHICH ARE CONSISTENT WITH THE RESIDENT THAT WILL CHARACTER OF THE NEIGHBORHOOD AND WE'RE CONCERNED ABOUT THE ENFORCEMENT ISSUE BECAUSE WE SEE THERE HAS NOT BEEN ENFORCEMENT AND THE FACT THAT THESE ARE COMMERCIAL USE HAPPENING IN AREAS WHERE THEY'RE NOT ZONE.

WE'RE CONCERNED ABOUT THE ZONING ISSUE BECAUSE RIGHT NOW THE BOARD OF APPEAL IS APPROVING VARIANCES IN THE NORTH END FOR BUILDINGS WHICH MAKES THEM MORE USABLE FOR SHORT-TERM RENTALS. THE SEPARATE ENTRANCES, THE TINY BEDROOMS AND MULTIPLE BATHROOMS. WE KNOW WHAT THEY LOOK LIKE. SO WE DON'T HAVE A LOT OF FAITH IT'S PUSHED IN THE ZONING AREFLA WE'RE GOING TO BE SUCCESSFUL IN CONTROLLING THESE.

IF THE NEIGHBORS WHO DON'T HAVE MANY RESOURCES VERSUS INVESTORS WHO DON'T HAVE THE RESOURCES THEY'RE GOING TO LOSE.

AND AS FAR AS ENFORCEMENT, I'D LIKE TO POINT OUT AS IS IT NOW IF WE PUSH ISD WITH AN ISSUE IN OUR NEIGHBORHOOD THE FIRST THING THE INSPECTOR WILL SAY TO US IS THIS CANNOT BE A PRIORITY FOR ME.

DO YOU HAVE ANY IDEA HOW MANY COMPLAINTS I'VE GOT.

DO YOU HAVE ANY IDEA HOW MANY COMPLAINTS I'M TRYING TO COVER. I REALLY DON'T SEE HOW THEY CAN POSSIBLY ENFORCE -- ESPECIALLY IF YOU'RE TALKING ABOUT A NUMBER OF DAYS VERSUS A BLANKET PROHIBITION.

IF WE KNOW THAT THEY'RE NOT SUPPOSED TO BE RUNNING THESE SHORT-TERM RENTALS IN OUR NEIGHBORHOOD WE CAN KEEP AN EYE OUT FOR THAT BUT HOW DO WE KNOW

WHETHER IT'S 90 DAYS OR 120 DAYS
AND IS THE CITY GOING TO PAY
ATTENTION TO US IF WE'RE CALLING
AND SAYING?

WE THINK THEY'RE UP TO FIVE
MONTHS NOW.

WILL THAT BE A PRIORITY?

WHAT WE ARE BASICALLY JUST
ASKING YOU IS THAT WE WANT THE
RESIDENTS TO BE A PRIORITY FOR
YOU.

WE ARE ASKING YOU PUT AN END TO
A CATEGORY OF RENTALS, WE IN THE
NORTH END, FEEL ARE CALLED
EXPLOITATION RATHER THAN
INVESTMENT.

THANK YOU VERY MUCH.

GOOD AFTERNOON.

MR. CHAIRMAN AND MR. FLAHERTY,
ALL THE COUNCILORS.

IT IS AN HONOR TO BE HERE AND
THANK YOU VERY MUCH FOR ALLOWING
ME TO SPEAK.

I CAME HERE TO SUPPORT THE
SHORT-TERM RENTALS.

>> STATE YOUR FULL NAME AND ANY
AFFILIATION.

MY NAME IS

[INDISCERNIBLE]

AND I LIVE IN EAST BOSTON.

FROM THE BEGINNING I FELT IT'S
SIMILAR TO THE CAUSE OF
EVICTION.

I WAS SURPRISED, ALL THE
COMMISSIONER AND GREEN
DEVELOPMENT AUTHORITY AND THEY
FELT ALMOST THE SAME THING.

I JUST WANT TO TELL YOU I GOT
INTO AIRBNB, I WAS NEVER A HOST
OR GUEST BY ACCIDENT BECAUSE
WE'RE RENOVATING ONE OF THE
UNITS AND THE RENTAL AGENT TOLD
US IT'S NOT GOING TO BE RENTED
UNTIL THE END OF SEPTEMBER SO BY
ACCIDENT I SAID AFTER ONE YEAR
AND \$100,000, I'M NOT GOING TO
LEAVE THE UNIT EMPTY AND IT'S
GOING TO BE RENTED AND I HEARD
ABOUT AIRBNB AND I JUST FOUND
IT.

THAT'S HOW I GOT IT.

NEVER USED IT AND I FIND IT THE
MOST ENJOYABLE THING THAT I DID
IN MY LIFE.

IT'S AN INTERNATIONAL STUDENT
COMING HERE IN 1989, 1990, I
TRAVELED AROUND THE U.S. FOR \$68
FROM EAST TO WEST COAST AND I
STAYED WITH A BEAUTIFUL HOST
FAMILIES OR I STAYED IN YOUTH
HOTEL FOR \$7 AND TRAVELED FOR
THREE MONTHS.

LOTS OF AIRBNB PEOPLE WHO COME,
THEY TRY TO FIND AN AFFORDABLE
WAY TO STAY IN THE CITY AND
BOSTON IS EXPENSIVE.

HOTELS ARE MORE EXPENSIVE IN NEW
YORK, BELIEVE IT OR NOT, WHEN
THEY ARE RENTING.

AND PARTICULARLY WHEN TWO AND
THREE PEOPLE ARE COMING, SOME
PEOPLE ARE COMING BECAUSE THEY
LOCK AT THE COLLEGES.

THEY WANT TO CHOOSE THE BEST
COLLEGE FOR THEIR CHILDREN AND
AIRBNB IS SEASONAL.

IT'S KIND OF ALMOST DEAD JANUARY
TO FEBRUARY AND YOU ARE NOT
GETTING TOO MANY PEOPLE IN
BOSTON AT THAT TIME UNLESS THEY
COME TO A SPECIAL EVENT OR
CONFERENCE AND SO ON.

LOTS OF PEOPLE WERE SO CONCERNED
THAT AIRBNB RAISES THE PRICES OF
RENTAL UNITS AND I WILL JUST
TELL YOU, IT'S CRAZY.

THE PRICE IS OFF THE SALE OF THE
HOME AND RENTAL UNIT.

IT'S AN ARREST TAX 15% INCREASE
FROM LAST YEAR TO THIS YEAR.

AND I CAN TELL YOU EVERY SINGLE
YEAR HOW MUCH IT'S FOR.

THE OWNERS, WE HAVE MULTIPLE
UNITS, SO YOU HAVE TO FACTOR IT
INTO YOUR RATE AND MY HUSBAND
WANTED TO GIVE A \$25, \$50 RATE
AND WHEN WE SAW 15% RATE, WE
SAID, OKAY.

SOMEBODY HAS TO PAY IT AND
THAT'S THE REN TERES AND THAT'S
THE CITY WHO RAISED THE TAXES.
ACTUALLY WHEN YOU BUY A HOUSE
YOU ARE FACTORING IN AFFORDABLE
HOUSING BECAUSE YOU ARE REQUIRED
TO HAVE 13% TO 18% OR WHICHEVER
CITY IT IS AFFORDABLE HOUSING.
SO THEY NEED TO PUT ASIDE THE
AMOUNT OF MONEY AND THAT'S WHY

YOU ARE PAYING THE INCREASED PRICES FOR ALL THE APARTMENTS AND HOUSES BECAUSE YOU HAVE TO PUT 13% TO 18% ASIDE AND SOMEBODY LIKE A STUDENT HAVE TO PAY.

AND ANOTHER PART FROM LAST YEAR IS THE 4.5% OR 5% INCREASE FOR PARKS BUT THERE'S A CLAUSE THERE ON AFFORDABLE HOUSE AND I SAW THE MAYOR USE IT AS VOTING FOR AFFORDABLE HOUSES BUT IT'S FOR PARKS AND RECREATIONAL AND EVERYTHING NOT JUST AFFORDABLE HOUSING.

SO NOW WE'RE 13%, 15% REAL ESTATE TAX.

THEN WE CAN QUESTION, WHY THE RENT IS INCREASING AND OWNER WHO ARE BUYING RIGHT NOW THEY HAVE TO CHARGE HIGHER PRICES.

I LIVE IN BOSTON 24 YEAR, I CAN HAVE A \$1,000 APARTMENT, ONE BEDROOM OR \$1,100 BECAUSE I BOUGHT AT DIFFERENT PRICES AND THESE PEOPLE FROM LATIN AMERICA OR EUROPEANS AND THERE'S INFLATION AND HOUSES GO UP AND THE CITY WILL TAX YOU WHEN YOU SELL IT DO DON'T WORRY.

YOU WILL GET SUCH A BIG CHUNK OF MONEY.

IT WILL COME BACK TO YOU IF YOU BOUGHT IT AT LOW PRICES.

IT WILL COME BACK TO YOU.

IT'S A BIG CHUNK OF MONEY.

WHAT I WANTED TO SAY ALSO, THE PEOPLE WHO COME TO OUR UNITS ARE SO RESPECTFUL.

THEY NEED TO ACTUALLY -- I WILL TREAT YOU THE BEST I CAN IN MY LIFE.

THEY TREAT MY HOUSE LIKE THEY'RE OWN.

I HAVE RENTALS WHO BUTCHERED MY HOUSE.

AND I HAD A FAMILY THAT STAYED FOR YEARS AND WERE BEAUTIFUL PEOPLE AND NOTHING BAD TO SAY.

AND ONCE WE REMOVED PEOPLE WHO WERE A PROBLEM AND SOME SECTION

8 AND SOME ARE HARD-WORKING PEOPLE, BEAUTIFUL PEOPLE.

AGAIN, I GOT INTO THIS BY

ACCIDENT AND I RESPECTFULLY
WOULD SAY I HAVE ALL THESE
DIFFERENT STORIES WITH INVESTOR
AND NOT INVESTOR.
I DON'T KNOW HOW YOU QUALIFY IT.
WITH A LARGE UNIT I'D PROBABLY
LOOK AT YOU.
I CAN'T TELL YOU EXACTLY WHAT
BECAUSE I DON'T UNDERSTAND.
I WOULD PREFER IF THE OWNER HAS
AN AIRBNB OR AWARE OF THE TENANT
AND WHATEVER REGULATION YOU COME
UP WITH, YOU COME UP WITH, AND I
HOPE YOU CHOOSE SOMETHING FOR
OWNERS, FOR THE CITY AND FOR
EVERYBODY.
THANK YOU.
>> THANK YOU FOR HEARING MY
TESTIMONY.
MY NAME IS LAURIE DE SANTOS.
I LIVE IN JAMAICA PLAINS CLOSE
TO THE ORANGE LINE.
I'VE OWNED MY HOUSE FOR 20 YEARS
AND ALMOST DONE PAYING MY
MORTGAGE.
I RAISED MY DAUGHTER IN BOSTON
AND IN THE PUBLIC SCHOOLS.
SHE'S A SUCCESS STORY AND WHEN
SHE MOVED OUT I DECIDE TO TRY
AIRBNB.
I'VE BEEN NOW DOING IT ALMOST
THREE YEARS.
I HAVE A LARGE SINGLE-FAMILY
HOME IN JAMAICA PLAIN.
I LIVE IN THE HOUSE.
AND TO GIVE YOU TECHNICAL INFO
WHAT A HOST EXPERIENCE REALLY
LOOKS LIKE.
IT'S A REGULAR SINGLE-FAMILY
HOME, KITCHEN, DINING ROOM,
LIVING ROOM OR THE FIRST FLOOR
AND SECOND FLOOR IS MY ROOM AND
A ROOM FOR AN OFFICE AND TWO
ROOMS I LIST ON AIRBNB AS TWO
SEPARATE AIRBNB LISTINGS.
I ONLY ALLOW ONE GUEST PER ROOM
BECAUSE I WANT THE QUALITY
EXPERIENCE FOR ME AND MY GUEST
TO BE FIVE-STARS EVERY TIME.
I AM COGNIZANT OF THE PLUMBING
ISSUES AND WANT EVERYONE TO HAVE
A HOT SHOWER AND THE WHOLE
EXPERIENCE TO BE WIN, WIN AND
WONDERFUL FOR EVERYBODY.

THAT'S WHAT IT LOOKS LIKE.
AIRBNB DOES HAVE A RATING SYSTEM
AND SO IF YOU DON'T GET A HIGH
ENOUGH RATINGS OVER TIME YOU'LL
BE KICKED OFF THE PLATFORM.
SO IT'S IN MY BEST INTEREST AND
HOST'S BEST INTEREST TO MAKE
SURE THINGS ARE UP TO CODE,
SAFE, CLEAN, COMFORTABLE AND ALL
AROUND A GREAT EXPERIENCE.
I RECENTLY HAD A GUEST THAT CAME
TO STAY WITH ME FROM NEW YORK
AND HE SAID IT TOOK HIM A WHILE
TO FIND AN AUTHENTIC AIRBNB
EXPERIENCE.
WHAT THAT MEANS IS THE WAY THE
COMPANY WAS ORIGINALLY THOUGHT
OF WAS THEY DIFFERENTIATED
THEMSELVES FROM A HOTEL
EXPERIENCE.
THE WAY IT STARTED WAS WHAT IF
WE LET A STRANGER COME IN YOUR
HOME AND RENT AN AIR MATTRESS
AND THAT'S HOW IT START.
THE WHOLE IDEA OF AIRBNB WAS TO
SHARE YOUR HOME WITH A VISITOR.
AS A VISITOR IS HAVING A
DIFFERENT EXPERIENCE THAN A
HOTEL.
THEY'RE STAYING IN AN ACTUAL
HOME WHERE THE PERSON LIVED AND
KNOWS THE NEIGHBORHOOD AND
THEY'RE ASKING WHERE SHOULD I GO
TO EAT, WHAT ARE SOME FUN THINGS
TO DO, WHERE'S A GOOD PLACE TO
SHOP.
SO I AGREE WE'RE PROMOTING THE
LOCAL BUSINESSES.
WE HAVE A NEW MICROBREWERY AND I
SEND EVERYBODY TO TURTLE SWAMP
AND THE LOVE IT AND PEOPLE COME
TO THE TOUR AND EAT DINNER AT
BELLA LUNA AND GET BURITOS
LOCALLY.
IT'S A LOCAL BUSINESS MOVE.
THIS PERSON SAID IT TOOK ME A
LONG TIME.
I WANTED TO FIND AN AIRBNB WHERE
THE HOST LIVED THERE SO I CAN
HAVE THE AUTHENTIC EXPERIENCE.
THAT'S MY POINT OF IS IT'S
BECOMING HARDER AND HARDER TO
FIND THAT SO THERE'S VACANT
APARTMENTS BEING RENTED OUT AND

FURNISHED WITH GENERIC FURNITURE
AND IT'S NOT A PERSONALIZED
EXPERIENCE.

THAT'S THE DIFFERENCE BETWEEN A
HOST, LIKE ME WHO LIVES AND
SHARES THEIR HOME WITH THESE
MORE CORPORATE SITUATIONS AND
INVESTOR TYPE PROPERTIES.

I THINK THERE SHOULD BE SOME
SCREENING DONE NOT ONLY ON THE
CITY OF BOSTON BUT I WOULD SAY
THE CITY OF BOSTON SHOULD HOLD
AIRBNB ACCOUNTABLE TO HELP WITH
THE REGULATIONS AS WELL.

I JUST RECEIVED AN E-MAIL FROM
THE CREATOR OF AIRBNB AND
WANTING TO BE A GOOD CITIZEN AND
IT'S A LONG E-MAIL AND I'D BE
HAPPY TO SHARE THAT WITH THE
COUNCIL IF SOMEBODY WANTS TO
GIVE ME THEIR E-MAIL ADDRESS.

I'D LIKE TO SHARE THAT.

THAT'S THEIR INTENTION.

LET'S HOLD THEM TO IT.

IT IS A COMPONENT TOF THEIR
BUSINESS MODEL TO BE RESPONSIBLE
AND OFFER A GOOD EXPERIENCE FOR
BOTH THE HOST AND THE GUEST AND
THE NEIGHBORS.

SO LET'S HOLD THEM ACCOUNTABLE
TO THAT AND I THINK THAT'S FAIR.
AND YEAH, I DEFINITELY THINK
SOME OF THE INVESTORS THAT ARE
THE BAD PLAYERS SHOULD BE SHUT
DOWN.

IT'S NOT HELPING ANYONE AND IT'S
NOT EVEN GOING TO HELP AIRBNB.

AND THEN I'LL END THERE.

>> THANK YOU, APPRECIATE IT.

>> COUNCILOR FLAHERTY, COUNCIL,
THANK YOU FOR EVERYONE WHO
MANAGED TO STAY THIS LATE.

I'M JOEL ZIMMIT.

I LIVE IN

[INDISCERNIBLE]

.

BEFORE THAT I RENTED TWO BLOCKS
AWAY FOR 10 YEARS.

I LOVE THE CITY.

I LOVE THE NEIGHBORHOOD.

I LOVE MY NEIGHBORS AND I FEEL

VERY INTEGRATED INTO MY BLOCK.

THE REASON I TRAVEL I NEVER WANT
TO STAY IN A HOTEL.

I STAY AT AN AIRBNB.
LAST MEMORIAL DAY A FRIEND AND I
DROVE UP TO MONTREAL AND THE
HOST SAID YOU JUST HAVE TO WORRY
ABOUT THE OUTDOOR KEY BECAUSE
ONCE YOU'RE IN THE BUILDING AIR
ALL AIRBNB PEOPLE AND WE NEVER
HAVE PROBLEM WITH PEOPLE.
AND THERE'S A LOT OF VETTING OF
AIRBNB GUESTS AND YOU KNOW WHO
IS STAYING IN YOUR UNIT.
IT'S NOT QUITE LIKE A FLOW OF A
HOTEL.

THE GUESTS ARE BEING RATED LIKE
THE HOSTS ARE BEING RATED AND A
GUEST GETS TOO MANY BAD RATINGS
AND THEY'RE NO LONGER AN AIRBNB
GUEST.

A COUPLE YEARS AGO WHERE I LIVE
I OWN A FOUR-UNIT BROWNSTONE.
I LIVE IN ONE AND THE OTHER
THREE ARE RENTALS.
A COUPLE YEARS AGO I HAD TO DROP
THE RENT FOR THE INCOMING TEN
MORE THAN 10% AND I GOT THE IDEA
OF PURSUING AIRBNB AS AN
ALTERNATIVE.

I HAVE START AND HAVE TIME AND
EFFORT TO CONVERTING THAT
APARTMENT TO A DIFFERENT
PRESENTATION THAT'S REQUIRED.
I'M HOPING I WOULD BE ALLOWED AT
LEAST ONE UNIT TO DO THAT.
MY BEST READING OF THE PROPOSAL
IS THAT THAT WOULD STILL BE
INTERESTED AN INVESTOR UNIT
BECAUSE IT'S UNDER A DIFFERENT
LOCK, KITCHEN AND UNIT NUMBER.
AS AN OWNER/OCCUPANT I'M NOT
GOING TO LET ANYTHING GO ON.
I ONLY STAY IN AIRBNB UNITS THAT
SPECIFY NO EVENTS, NO PARTIES,
NO NOISE AND THAT'S WHAT I WOULD
SPECIFY.

I HOPE THE CITY WILL BE ABLE TO
LOOK AT THE NUMBER AND THE
NUMBER CHALLENGES THE HOUSING
STOCK.

WHERE THE SMALL NUMBERS CAN
ALLOW SOMEONE LIKE MYSELF TO
EXERCISE SOME PREROGATIVE WITH
GREATER OVERSIGHT AND CONTROL.
-- OVERSIGHT AND CONTROL.
AND THAT SAID, I COMPLETELY

DON'T UNDERSTAND AS WELL THE
90-DAY RESTRICTION BECAUSE YOU
CAN'T SWITCH BACK AND FORTH.
THE AIRBNB IS FURNISHED.
I'VE RECONFIGURED THE SHAPE OF A
KITCHEN.
IF THEY WERE LIVING THERE A YEAR
IT PROBABLY WOULDN'T BE RIGHT
FOR THEM.
I AGREE WITH THE NUMBER OF
UNITS.

HOPEFULLY I'D GET THE ONE UNIT
I'M WORK ON APPROVED AND IF I
DON'T GET MORE I'LL BE HAPPY
WITH THAT.

IF YOU LIMIT THE NUMBER BY
ADDRESS OR BY REGISTRANT/OWNER,
TO ME THAT WOULD BE MORE
SENSIBLE THAN THE 90-DAY WHICH
LEADS ME NOT KNOWING WHAT'S
GOING ON.

I APPRECIATE THE TIME TO LISTEN
TO EVERYBODY AND I LOOK FORWARD
TO HEARING HOW THINGS SHAKE OUT
WITH THAT.

>> THANK YOU, JOE.

GREAT TO SEE YOU.

HOW YOU DOING?

>> GREAT TO SEE YOU, CHAIRMAN
FLAHERTY AND MY CITY COUNCILOR
EDWARDS.

I HAVE LOTS TO SAY.

I'M VICTOR BRONGNA OF THE
CONSTRUCTION COMMITTEE OF THE
NORTH END WATER FRONT RESIDENTS
ASSOCIATION AND I SPEAK
PERSONALLY THIS AFTERNOON.
AND I HAVE LOTS TO SAY AND BEEN
HERE TOO LONG AND HIT THE HIGH
POINTS.

THE SPECIFIC POINTS IN THE
PROPOSED ORDINANCE ITSELF,
HOWEVER, FIRST A GENERAL POINT,
WHICH IS, PLEASE ADD MY VOICE TO
THE MULTITUDE OF VOICES THAT
SAID ELIMINATE INVESTOR
PARTICIPATION IN THIS PROGRAM.
I'M GOING TO SUGGEST A REASON
WHY I HAVEN'T HEARD YET.
THERE WAS A SUGGESTION OF
ECONOMIC BENEFIT TO THE CITY.
I CAN SAY THERE CAN'T BE MUCH
ECONOMIC BENEFIT THROUGH
TOURISM, FOR EXAMPLE, BECAUSE

THEN IT HAS PROHIBITED INVESTOR UNITS AND I KEPT THAT DATA FROM CAVALLARI SO IT'S GOT TO BE ACCURATE.

WHAT ELSE DO THEY SELL BESIDES TOURISM IF THEY CAN DO IT AND NOT EFFECT TOURISM.

I'M SURE BOSTON CAN AS WELL.

>> AND THERE'S A PROCESS THROUGH WHICH CERTAIN DWELLINGS MAY BE REGISTERED WITH THE CITY OF BOSTON.

I WOULD HOPE THE PURPOSE WOULD BE THROUGH WHICH THE USE OF CERTAIN DWELLING UNITS CAN BE CONTROLLED.

THAT IS, THE REGISTRATION TO ME SEEMS TO BE THE MEANS OF CONTROLLING.

I'D LIKE TO SUGGEST THAT IS THE FUNDAMENTAL OBJECTIVE.

AND THE ATTORNEY POINTED OUT IT MAY RUN AGAINST THE MONTHLY RENTAL OVER DECADES IF NOT CENTURIES.

THERE'S ANOTHER THING IT RUNS AGAINST WHICH IS IF YOUR LEASE RUNS OUT AND YOU'RE PERMIT TO STAY ON A 30-DAY BASIS YOU WOULDN'T WANT TO PREVENT THAT BY REASONABLE OF THIS ORDINANCE.

THE NEXT IS 14.3 SHORT-TERM RENTALS IN THE UNIT.

NO RESIDENTIAL UNIT WOULD BE OFFERED AS A SHORT-TERM RENTAL OR OCCUPIED.

THAT ASPECT NEEDS TO BE PART OF THE REGULATION.

THE NEXT ITEM IS ENFORCEMENT. MOST ENFORCEMENT IS BY FINE AND I THINK THAT'S NOT ENOUGH.

IT'S TRUE THAT UNDER PENALTIES THE COMMISSIONER MAY SEEK AN INJUNCTION FROM A COURT BUT THAT'S NOT SO EASY TO DO AND IT TAKES TIME.

I WOULD SUGGEST THAT ENFORCEMENT BE BEEFED UP AND THAT SOMETHING LIKE THIS LANGUAGE BE ADDED.

THE COMMISSIONER IN ADDITION IN ADDITION HAVE THE SAME POWERS OF ENFORCEMENT THE COMMISSIONER HAS RESPECT TO AND THE PROVISIONS OF THE ZONING CODE OR

THE BUILDING CODE.
THAT IS I'D LIKE TO HAVE STRONG
ENFORCEMENT AVAILABLE TO THE
COMMISSIONER WHO CAN PUT A SIGN
ON THE UNIT SAYING THIS CANNOT
BE OCCUPIED.
I'D LIKE TO HAVE THE COUNCIL
CONSIDER THAT.
AND FINALLY I'D SUGGEST OTHER
SHORT-TERM RENTALS SOMETHING
LIKE ANY SHORT-TERM RENTAL NOT
SPECIFICALLY PERMITTED BY THE
PROVISIONS OF THIS SECTION IS
FORBIDDEN IN THE CITY.
THAT MAY BE IMAPPLIED -- IMPLIED
BUT THINK IT'S WORTH MAKE IT
CLEAR THE ONLY WAY TO GET IN THE
SHORT-TERM RENTAL BUSINESS IS
THIS WAY AND THE SHORT-TERM
RENTAL BUSINESS SHOULD EXCLUDE
INVESTORS.
THANK YOU.
>> THANK YOU, VICTOR.
GOOD TO SEE YOU.
WELCOME.
PLEASE STATE YOUR NAME AND
AFFILIATION FOR THE RECORD.
>> MR. CHAIRMAN, COUNCILORS,
THANK YOU FOR HEARING ME AT THIS
LATE HOUR.
MY NAME IS JOHN BEAUMAN.
I RESIDED AT 21 BEACON STREET.
I HAVE THE PRIVILEGE OF SERVING
THE CITY ON THE BOSTON ZONING
BOARD OF APPEAL FOR 15 YEARS AND
AS CHAIRMAN OF THE CHAIRMAN OF
THE BOSTON LANDMARKS COMMISSION
FOR 15 YEARS.
I'M HERE TODAY AS THE CHAIR OF
BOARD OF TRUSTEES OF THE 21
BEACON CONDOMINIUM TRUST AND
ASKING TO STRIKE THE OPERATOR
FROM THE ORDINANCE AS IT WILL
DIMINISH THE SECURITY OF OUR
RESIDENTIAL CONDOMINIUM
BUILDING.
IT WILL THE COMMON AREA
CORPORATING EXPENSES AND LIKELY
DEMINNISH THE AVAILABLE RENTAL
UNITS AND DIMINISH THE
RESIDENTIAL CHARACTER OF OUR
BUILDING.
OURS IS A MIXED-USE BUILDING,
MULTI-FAMILY CONDOS, RESIDENTIAL

CONDOS ABOVE THE FIRST FLOOR AND
COMMERCIAL AT THE FIRST FLOOR.
OUR IFD OCCUPANCY INCLUDES
RESIDENTIAL APARTMENTS,
RESTAURANTS, CONVENIENT STORE
AND OFFICES.

IT DOES NOT INCLUDE BED AND
BREAKFAST, LODGING OR HOTEL.

WE HAVE 156 RESIDENTIAL
CONDOMINIUM WHICH OF WHICH ARE
ABSENTEE INVESTOR-OWNED RENTAL
UNITS.

IF ONLY 10%, SAY 15 ARE OPERATED
AS INVESTOR UNITS UNDER THE
PROPOSED ORDINANCE.

WE WOULD HAVE 150,000 TRANSFERS
OF OUR FRONT DOOR KEY, 15 UNITS
IN 90 DAYS, 1,350 TRANSFERS OF
OUR FRONT-DOOR KEY TO TRANSIENTS
USUALLY TOURISTS.

AT TWO PER UNIT WE'D HAVE 2700
STRANGERS IN OUR COMMON AREA
HALLWAYS.

WITH SO MANY NEW FACES IT
BECOMES IT IMPOSSIBLE TO
DETERMINE WHO SHOULD BE IN OUR
HALLWAYS AND NOT AN ASSOCIATION
OF PRIVATE RESIDENCES BUT A
PUBLIC ACCOMMODATION.

IN THE LAST FEW YEAR WE HAVE
BEGUN TO SEE OTHERS OCCUPIED BY
TRANSIENTS AND IT'S ALL PRIMARY
RESIDENCE.

UNDER THE ORDINANCE, STRANGERS
WITH NO CONNECTION TO THE
BUILDING ARE GIVEN ENTRY KEYS TO
COME AND GO FROM THE BUILDING.
DRAGGING LUNGAGE DOWN THE HAULS.
STORING LUGGAGE IN THE LOBBY AND
ASKING FOR DIRECTIONS AND HELP
FROM THE CONDOMINIUM STAFF AS IF
THEY WERE STAYING IN A HOTEL
EXCEPT WE'RE NOT A HOTEL AND
DON'T HAVE THE KIND OF BUDGET A
HOTEL WOULD TO ACCOUNT FOR THE
WEAR AND TEAR OF COMMON AREAS
ASSOCIATED WITH TRANSIENT
OCCUPANCY.

WE HAVE RESIDENTS THAT KNOW
WHERE THE EMERGENCY STAIRS ARE
AND THE PROXIMATY TO SMOKE ALARM
AND CANNOT BE CALLED HOME
SHARING.

IN FACT, THE DEPARTMENT OF

REVENUE CLASSIFIES TRANSIENT
OCCUPANCY AS A COMMERCIAL USE
NOT A RESIDENTIAL USE.
AS THE COUNCIL SAID FIT WALKS
LIKE A DUCK SO TRANSIENT
OCCUPANCY SAY COMMERCIAL USE.
WHEN OUR CONDOMINIUM DOCUMENTS
WERE DRAFTED 35 YEARS AGO,
BUYERS HAD NO REASON TO
ANTICIPATE THE USE OF COMMERCIAL
UNITS INTENDED TO BE USED FOR
RESIDENTIAL PURPOSE.

WE RESPECTFULLY REQUEST YOU
STRIKE THE INVESTOR-UNIT
OPERATOR FROM THE ORDINANCE.

>> HI, MY NAME IS GLORIA
GOODWIN.

I'M AN REAL ESTATE AGENT AND
AIRBNB HOST.

FIRST, I WANT TO THANK YOU FOR
YOUR GENEROUS LISTENING.
IT'S EXTRAORDINARY EXPERIENCE
IT'S EXTRAORDINARY TO BE HERE
AND LEARNING EXPERIENCE HOW THE
PROCESS WORK.

FIRST, I'M CURIOUS WHY THE
PEOPLE ARE NOT HERE THAT
PRESENTED THE BILL ASSUME
THEY'RE THE ONCE THAT ABROGATED
AND CREATED THE CURRENT VERSION
ON THE TABLE SO I THANK YOU FOR
BEING HERE AND LISTENING.

>> THROUGH THE CHAIR, CHRIS IS
OVER THERE THE REPRESENTATIVE.

>> THANK YOU, BECAUSE I DON'T
KNOW.

THANK YOU VERY MUCH.

AND THERE'S BEEN CURIOUS
CONVERSATION.

THE FIRST CONVERSATION I HEARD
WHEN I WALKED IN THE DOOR AND
THE SHORT-TERM RENTAL IS HAVING
AN IMPACT ON AFFORDABLE HOUSING
IN THE CITY.

AS A REAL ESTATE AGENT I ALSO
HEARD THIS HAPPENED IN CHINATOWN
AND I KNOW THERE WERE SOME BEING
USED FOR SHORT-TERM RENTAL AND I
AGREE SOME TYPES OF STRUCTURE
ARE IN EFFECT A HOTEL.

I ALSO HEARD A NUMBER THE
AVERAGE PRICE FOR A RENTAL IS
\$2900.

IT'S NOT AFFORDABLE BECAUSE OF

SHORT-TERM RENTAL AND IT'S ONE OF THE TOP PLACES IN THE WORLD FOR TECH AND MEDICAL.

PEOPLE ARE FLOCKING HERE.

THERE'S CURRENTLY OVER 1200 UNITS AT LEAST -- I COULDN'T GO BEYOND, PROBABLY BEYOND 1200 ON THE MARKET NOT RENT.

I WORK WITH LANDLORDS.

SOME HAVE BEEN ON THE MARKET LONGER THAN I STARTED IN THE CITY IN JUNE OF 2014.

LAST SEPTEMBER THERE WERE OVER 2,000 APARTMENTS CURRENTLY AVAILABLE TO RENT.

I'M A SINGLE MOTHER JUST LIKE THE LOVELY WOMAN WHO TALKED ABOUT HER BEING A HOMEOWNER AND HER BEING ABLE TO PAY HER MORTGAGE AS A RESULT OF THE AIRBNB.

I'M SLIGHTLY DIFFERENT.

I HAVE HAD A FORTUNATE EXPERIENCE OF HAVING AN AIRBNB IN BEACON GILL AND IT'S A SINGLE-FAMILY PROPERTY I'M A TENANT OF A LARGE RENTAL UNIT. I HAVE 100% AGREEMENT FROM THE OWNER TO USE AIRBNB AND I MADE SURE WE WERE WRITTEN IN THE LEASE AND WE'RE IN A COOPERATIVE RELATIONSHIP.

MY FIRST GUEST WAS A FAMILY WHO'S DAUGHTER WAS HAVING A HORRIBLE SURGERY AT MASS GENERAL AND MY THREE-BEDROOM APARTMENT WAS WHAT THEY NEEDED SO THEY CAN ALL STAY IN AN AFFORDABLE WAY FOR WEEKS ON END WHILE THEIR DAUGHTER WAS RECOVERING FROM THIS PARTICULAR AILMENT.

I HAVE ANOTHER GUEST TOMORROW WHO CAN NO LONGER STAY IN THE HOTEL AND GAVE A DISCOUNTED RATE OF \$250 A NIGHT FOR TWO BEDROOMS, ACTUALLY FOUR BECAUSE I HAVE THE ONE CUTE ONE-BEDROOM TO MY OWN AND I TOOK THE LESSER ONE AND WHEN I WALKED IN THE DOOR I WAS CONCERNED ABOUT OCCUPIED AND HOSTED AND NOT HOSTED.

I HAVE A VERY LARGE APARTMENT AND TRIED TO RENT THEM ON

AIRBNB.

TEA UNIQUE A FAMILY CAN COME AND STAY WHERE I RENT.

I WANTED TO GIVE THAT PICTURE BECAUSE I DON'T THINK -- THERE'S A BAND-AID ON OUR HOUSING CRISIS IN OUR CITY IS WAY OUT OF PRICE RANGE OF AFFORDABLE HOUSING TO BEGIN WITH SO I DON'T THINK THEY'RE TAKING AFFORDABLE HOUSING OFF ANYTHING.

THERE'S SAFETY CONCERNS AND FAMILIES THAT LIVE IN CONDO ASSOCIATIONS AND DON'T WANT PEOPLE COMING AND GOING.

I UNDERSTAND THAT.

I'M VERY CURIOUS WHAT PRECIP -- PRECIPITATED THIS CONVERSATION IN THE FIRST PLACE.

I CAN TELL YOU THERE'S AN ECONOMIC IMPACT ON INDIVIDUAL AIRBNB BUSINESS RUNNERS LIKE MYSELF.

IF THERE'S A LONG-TERM DELAY IN IMPLEMENTING ANY STRICT REGULATIONS I STILL HAVE TO PAY MY RENT.

RENT IS \$6,000 A MONTH.

MY LANDLORD IS NOT GOING TO CARE WHETHER OR NOT THE CITY OF BOSTON PUT AN ORDINANCE IN IN 60 DAYS WHEN MY LEASE IS NOT UP THEN.

THEY'LL ALSO IMPACT THE PEOPLE WHO RENTED MY PROPERTY FOR THE MARATHON OF 2019.

PEOPLE ARE BOOKING MY HOUSE FAR IN ADVANCE.

IT BRINGS MONEY TO ME AND MY FAMILY AND MY SON WAS 16 YEARS OLD WHEN I STARTED DOING THIS AND DIDN'T HAVE A JOB.

HE CLEANS THE HOUSE AND HAS BECOME A RESPONSIBLE INDIVIDUAL AND IS NOW 20 YEARS OLD AND I WAS LIVING IN THE SUBURBS IN EASTON.

I WAS DEAL WITH TWO HOURS OF TRAFFIC GOING BACK AND FORTH AND SPENDING TIME AWAY FROM MY FAMILY.

I AM ACTUALLY IN A MULTIPLE-FAMILY CATEGORY.

I DON'T CONSIDER MYSELF AN

INVESTOR BUT I ALSO HAVE A HOME OUTSIDE THE CITY BECAUSE I COULDN'T AFFORD A PLACE THAT COULD ACCOMMODATE ME AND MY TWO CHILDREN IN BOSTON SO WE TRIED STAYING HERE AND THEN MOVED OUT AND IT'S A LOT OF MANAGING AND IT'S FABULOUS AND BRINGS A LOT OF MONEY TO THE NEIGHBORHOOD OF BEACON HILL AND THERE'S PEOPLE WHO HAVE BEEN HERE A LONG TIME AND TIMES CHANGE AND THE AIRBNB PLATFORM -- AND I'VE HEARD SOME THINGS AND IT'S A STICKY WICKET YOU'RE FACE AND WHAT I'M FACING AND AS A LANDLORD I'M RESPONSIBLE TO HOLD UP THE REGULATIONS AND I'D LIKE TO CONTINUE TO BE INVOLVED IN THE PROCESS AND I GUESS I'LL ASK THIS LOVELY GENTLEMAN WHEN I BELIEVE.

THANK YOU.

>> WELCOME.

>> I'M DAVE GOGGINS A 16-YEAR RESIDENT OF THE NORTH END AND SINCE WE'RE APPROACHING THE SIXTH HOUR I'LL TRY TO KEEP IT AS BRIEF AS POSSIBLE.

ONE OF YOUR FELL YO COUNCILORS RAISED THE QUESTION OF THE NATURE OF THE PROBLEM.

I THINK THE MAYOR'S ORDINANCE ADDRESSES THAT CLEARLY IN RECOGNIZING THE CANNIBALIZATION OF THE AVAILABILITY OF SHRP THE AVAILABILITY OF SHORT-TERM RENTALS AND I HAVEN'T HEARD TOO MUCH IN THE WAY TO ADDRESS THE QUESTION THAT WAS RAISED BY -- I BELIEVE COUNCILOR WU WHY NO INVESTOR UNITS.

AND CHRIS, FORGIVE ME IF I MISCHARACTERIZE YOUR RESPONSE BUT WHAT I HEARD IS WE HAD CORPORATE RENTALS IN THE LONG TIME AND THEY'VE BEEN ALLOWED FOR A LONG TIME SO WE SHOULDN'T GET RID OF THEM.

I GUESS THE CONCERN IS THERE'D AND AN ADVERSE IMPACT TO THE CITY'S ECONOMY AND PEOPLE LIVING HERE.

MY RESPONSE IS TOO BAD.

THE SHORT-TERM RENTALS ARE
ILLEGAL UNDER EXISTING ZONING
AND UNLESS YOU CHANGE THE ZONING
THEY SHOULD HAVE TO ABIDE BY
EXISTING LAWS.

ONE MEMO THAT STAYED ENFORCEMENT
OF SHORT-TERM RENTAL VIOLATIONS
IT'S GIVEN THE CITY OF BOSTON TO
HAVE TIME TO DEAL WITH THE
SITUATION.

IT'S ABOUT PRESERVING HOUSING
STOCK.

THE MAYOR'S GIVEN THOSE MARCHING
ORDERS.

AT THE SAME TIME YOU DON'T WANT
TO SLAY THE GOLDEN GOOSE OR
ELIMINATE -- AS SOME CITIES
HAVE, SHORT-TERM RENTALS
ALTOGETHER FROM THE INTERNET
BECAUSE AS WE HEARD TODAY
THERE'S A LOT OF PEOPLE WHO HAVE
BENEFITING AND MAKING THEIR
HOUSING AFFORDABLE IN THIS
SECTOR OF THE MARKET.

AND THAT'S A GOOD THING AND I
DON'T THINK THEY SHOULD SEEK
CERTAIN ADVICE BECAUSE OF THE
REGULATION BECAUSE THEY DON'T
CARE ABOUT THE HOUSING MARKET
BEING DAMAGED BY THEIR
ACTIVITIES.

THE VERY SIMPLE SOLUTION IN MY
HUMBLE ESTIMATION IS SIMPLY TO
LOOK TOWARDS THE INDUSTRY LEADER
ITSELF, AIRBNB.