

TO: Owners of Registered B&Bs, Inns & Farm Stays

FROM: PABBI Board of Directors

SUBJECT: Short-Term Rentals (aka Airbnb, VRBO & others)

The Pennsylvania Association of Bed & Breakfast Inns (PABBI) is one of the strongest Bed and Breakfast Associations on the East Coast. Our mission is to to elevate and grow the bed and breakfast industry in Pennsylvania by providing support, guidance and education to innkeepers; building strong relationships with key industry leaders; and lobbying for state laws that fairly deal with the needs of innkeepers and guests.

One major recent change in our industry is the growth of short-term rental websites, most notably Airbnb, HomeAway and others. In just a few short years these sites have emerged as an influential and ingrained part of the short-term lodging industry. PABBI believes there are some business aspects to these short-term rental websites that present a concern and require ongoing advocacy. The concern has two parts.

1. The short-term rental websites must do a better job assisting local municipalities in collecting and remitting the hotel occupancy tax and local lodging taxes.
2. "Hosts" or "owners" offering their home or vacation rental properties for short-term rentals must be held to the same regulatory standards as professional innkeepers.

PABBI knows online short-term rental hosts are competing for your room nights. Our goal is to educate state associations, units of local governments, legislators and other entities on how can we level the playing field. To build awareness, PABBI, over the next several months will be conducting a series of regional meetings for B&B owners, to communicate three things:

1. PABBI supports local and state government officials and legislators willing to propose and pass regulations that tightens loopholes and protects both lodging properties and guests.
2. PABBI believes any host operators, either through ignorance or intent, who fail to register their businesses with the appropriate state and local authorities should be required to do so.
3. For the safety and protection of operators, lodgers, neighbors and the larger community, PABBI believes it is essential that all lodging properties meet the requisite health and safety inspections, follow zoning ordinances and carry proper insurance.

We would like owners of registered B&Bs, Inns or Farm Stays to help lead this effort by making a commitment to do one or a combination of the below suggested items:

1. If not a member of PABBI, join your statewide trade organization to show your support of our advocacy and educational efforts regarding this very critical issue. The larger our trade organization, the stronger our leverage in Harrisburg.
2. Meet with your local elected officials (mayor, township supervisor, council members), county treasurer or Visitors Bureau to discuss the impact of online home sharing platforms on your business and community.
3. Submit an article to your township or borough for publication in the community newsletter or on the website.
4. Contact your state senator and representatives for an in-person meeting or send a letter.

To assist you, PABBI has developed a toolkit that includes:

- PABBI's short-term rental policy
- Suggested talking points
- Sample letter to elected officials
- Sample article for publication in your community newsletter or website
- Short-term rental powerpoint presentation
- A link to a recent study on "Airbnb Tax Secrecy" authored by tax administration expert Dan R. Bucks, who was Executive Director of the Multistate Tax Commission and ran the Montana Department of Revenue.

All of these documents can be found at www.painns.com/short-term-rentals.

Short-term rental websites like Airbnb are billion dollar companies. **We need everyone's help to support our efforts in order to be successful in leveling the playing field.**

Please take action today. Keep PABBI apprised of your efforts by emailing pabbi@painns.com. If you have questions or need help in using the documents, please call Dee Fegan, PABBI Legislative Committee Chair, at 717-448-9091 or Rose Mape, PABBI Director, at 717-525-7799.

Thank you for your support.