



February 24, 2016

Dear Members of the New York State Assembly and Senate:

In November of 2015 Airbnb published our Community Compact and committed to partnering with elected officials to develop rules for home sharing that will strengthen cities.

The Compact is built around our core principles and informed by the lessons we've learned about how best to partner with governments. At the heart of the Compact are three commitments:

- We are committed to treating every city personally and helping ensure our community pays its fair share of hotel and tourist taxes.
- We are committed to being transparent with our data and information with cities to help them understand the home sharing activity in their city.
- In cities where there is a shortage of long-term housing, we are committed to working with our community to prevent short-term rentals from impacting the availability of long term housing by ensuring hosts agree to a policy of listing only permanent homes on a short-term basis.

The Community Compact is rooted in the understanding that every city is special with unique policy needs. A dense urban market like Manhattan will have different issues than a vacation rental destination like the Adirondacks. A historically underserved community like Bedford-Stuyvesant with limited hospitality accommodation options will have different needs than Albany or Buffalo.

In New York, we are implementing the Compact and are eager to work with the state legislature as we move forward.

Taxes

We have made clear that we want to collect and remit hotel and tourist taxes in the City and State on behalf of our community. In New York, it is estimated we could be contributing \$60 million a year in taxes - at least \$600 million over ten years. To do this, we need State lawmakers to grant us the authority to collect and remit these taxes just as we are



currently doing in six states, two dozen cities and a number of countries, including:

<i>Amsterdam</i>	<i>Alabama</i>	<i>Buncombe County, NC</i>	<i>Philadelphia, PA</i>
<i>Chamonix-Mont-Blanc,</i>	<i>Florida</i>	<i>Chicago, IL</i>	<i>Phoenix, AZ</i>
<i>France</i>	<i>Illinois</i>	<i>Durham County, NC</i>	<i>Portland, OR</i>
<i>India</i>	<i>North</i>	<i>Jersey City</i>	<i>San Diego, CA</i>
<i>Paris, France</i>	<i>Carolina</i>	<i>Malibu, CA</i>	<i>San Francisco, CA</i>
	<i>Oregon</i>	<i>Mecklenburg County, NC</i>	<i>San Jose, CA</i>
	<i>Rhode Island</i>	<i>Multnomah County, OR</i>	<i>Santa Clara, CA</i>
	<i>Washington</i>	<i>Palo Alto, CA</i>	<i>Santa Monica, CA</i>
		<i>Pinellas County, FL</i>	<i>Wake County, NC</i>
			<i>Washington, D.C.</i>

We are currently working with more than 50 additional governments across the country to put in place agreements that will allow us to collect and remit taxes and we would welcome the chance to work with the Legislature to enact legislation giving us the required authority to implement this program.

Data Transparency

In December we released data that showed the state of our community in New York City and made clear that 95 percent of our hosts have one listing. The data attached to this letter, current as of February 15, 2016, indicates that 94 percent of our hosts in New York City have one listing. We will continue to release such data on an ongoing basis.

Solving Housing Challenges

Airbnb was founded in 2008 to help people stay in their homes. In New York City, where housing prices and availability are a critical issue, we want to work with our community and policymakers to help prevent short-term rentals from impacting the availability and cost of permanent housing for city residents.

To this end, and following the announcement of the Community Compact last November, we removed approximately 1,500 listings from our platform in New York City that were controlled by commercial operators and did not reflect Airbnb's vision for our community. This was not the first time we removed listings from our platform. Over the past few years we have removed thousands of



listings in New York City because they were not permanent homes, as well as for other quality issues.

Moving forward, our policy will be to build on the Compact's commitment to being a solution on housing affordability issues in New York City by continuing to remove listings from our platform that appear to be controlled by commercial operators and do not reflect Airbnb's vision for our community.

Simply put, a permanent home is the place where you live, not a full-time, unwelcoming commercial property. The intent of this policy is to take appropriate actions so that when it comes to home sharing our platform is one of permanent homes only in New York City.

While home sharing has been around for centuries, our people-to-people home sharing platform is new. And Airbnb is a young company. We have learned that a one-size fits all approach to cities will not work and are looking to implement the commitments in our Community Compact consistent with the needs of individual cities. What we have outlined here is our ongoing effort to apply the principles in the Compact to the challenges unique to New York City and recognize that there is more to be done.

As we move forward, we remain eager to work with you on clear, fair rules for home sharing in New York that will help New Yorkers use what is typically their greatest expense - their housing - as a way to generate supplemental income. Economic inequality is a serious issue and responsible home sharing offers real economic benefits to thousands of middle class New Yorkers and the communities across the state in which they live. We look forward to working with you to do right by these New Yorkers who depend on home sharing.

Respectfully,

A handwritten signature in black ink, appearing to read 'Josh Meltzer', with a stylized, cursive script.

Josh Meltzer
Airbnb