

January 23, 2018

Ms. Josephine Archbold
10th floor, West Tower, City Hall
100 Queen Street West
Toronto, ON M5H 2N2

RE: EX 30.4: Implementation of Municipal Accommodation Tax (Hotel and Short-Term Rental Tax)

To the Members of the Executive Committee of City of Toronto Council,

I am writing today in response to EX 30.4 Implementation of Municipal Accommodation Tax (Hotel and Short-Term Rental Tax.) On behalf of the Toronto Region Board of Trade, we are encouraged by the City's bold move to embrace the new economy and recognize short term rental platforms like Airbnb as an integral part of the local economy through the creation of Toronto's first sales tax.

The Toronto Region Board of Trade works to make Toronto one of the most competitive and sought after business regions in the world. During the city's recent deliberations on licensing of short term rentals, we deputied at the Licensing and Standards Committee meeting on November 16 in support of legitimizing short term rental companies through regulation. As you deliberate the proposed Municipal Accommodation Tax (MAT-STR), we ask you to consider the following:

- **We support the city's move to create a moderate accommodation tax**, which balances the importance of generating revenue for activities like destination marketing while avoiding excessive visitor costs.
- **The municipal finance staff report delivers parity in tax assessment among different accommodation types.** We find it appropriate that hotels and short term rentals will be taxed at the same rate. This parity ensures a level playing field without penalizing new and innovative business models such as home sharing.

- **Amazon’s announcement that Toronto is a finalist for the new headquarters supports our position that City Hall must embrace innovation.** Governments should work with emerging economy companies to learn and contribute to Toronto's competitiveness.

Thank you for the opportunity to provide input on this important issue.

Yours sincerely,



Douglas Goold, PhD
Vice President, Policy

About the Toronto Region Board of Trade:

The Toronto Region Board of Trade is one of the largest and most influential chambers of commerce in North America. Our constant flow of ideas, people and introductions to city-builders and government officials firmly roots us as connectors for—and with—the business community. We act as catalysts for the region’s growth agenda. Backed by more than 12,000 members, we advocate on your behalf for policy change that drives the growth and competitiveness of the Toronto region. We want Toronto to be recognized as one of the most competitive and sought after business regions in the world, and we believe this reputation starts with you and your business. To learn more, visit us at bot.com and follow us [@TorontoRBOT](https://twitter.com/TorontoRBOT).