

June 13, 2017

Jennifer Forkes
Secretariat, Executive Committee
10th floor, West Tower, City Hall
100 Queen Street West
Toronto, ON M5H 2N2

Dear Ms. Forkes,

Re: EX [26.3] Proposed Regulations for Short-term Rentals for Consultation

I am writing today to express my support for home sharing in Toronto. Companies like Airbnb are an important resource for many Torontonians who are facing high expenses and looking for ways to help make life more affordable in the city.

By way of background, my name is Vicki Saunders and I am the Founder of [SheEO](#) – an organization which is founded on a mindset shift not dissimilar to that of the sharing economy. SheEO is a global community of radically generous women transforming how we finance, support, and celebrate female innovators. As a vocal proponent for the importance of generosity and changing our mindsets from one of scarcity and overabundance, and a Winner Takes All approach, to that of a Collective Economy, and as an active Airbnb host, I respectfully submit this letter in support of fair regulation for Airbnb in the City of Toronto.

Toronto's reputation as a global destination has only grown over the past several years. And along with that has come an influx of tourists from every corner of the world. Many of these tourists are looking to experience our city like a local and get a true feel for its people and its culture. The people who are sharing their homes through Airbnb are providing unique, one-of-a-kind experiences to many of these tourists. In fact, according to a recent study, last year Airbnb brought more than 450,000 guests to Toronto who spent over \$417 million in the city.

But there's more to home sharing than just tourism. It also helps everyday people in our city. It helps hosts earn a little bit more money every month to pay the bills, or save for a rainy day. And it helps local business owners who benefit from visitors who want to eat at the neighbourhood restaurant or buy a souvenir from the shop down the street from where they're staying.

I understand the need for the city to create regulations around home sharing in Toronto. It is only right that we look at ways to ensure that our laws keep up with the ever-evolving world we live in. That being said, the vast majority of Airbnb hosts share their primary residence just a few days a month in order to make a small, supplemental income. I encourage you to ensure that the regulations set forth by the city take into consideration the important role that home sharing has played in providing support to our citizens and improving our local economy.

Sincerely,

Vicki Saunders

Vicki Saunders
Founder, SheEO