

# EX26.3.14

**NORTHOF41.ORG**

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

June 8, 2017

**RE: EX 26.3**

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

I am writing today in response to EX 26.3 to express our tech group, Northof41.org's support for home sharing in Toronto. Home sharing through Airbnb is an important resource for many Torontonians who are looking for ways to help make life more affordable in the city.

Northof41.org is a 12,000 member strong tech organization representing tech entrepreneurs and CEOs throughout North America. As a technology group representing thousands of entrepreneurs, our members fully support Airbnb and the positive impact that home sharing has within our community.

From our perspective, Toronto must maintain and build upon its reputation as a global leader and a centre of innovation. Recognizing that the market for accommodations is changing and embracing home sharing will strengthen Toronto's competitiveness in a dynamic world economy. It will empower entrepreneurs and provide flexible options that global talent now expect and demand.

Toronto's reputation as a global destination has only grown over the past several years. With this rise in popularity comes an influx of tourists from every corner of the world and every walk of life. Many are looking to experience our city like a local and get a true feel for its people and its culture, while others are seeking more affordable options or one that can accommodate their family's needs.

The people who share their homes through Airbnb (hosts) help provide 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.

Our group understands the need for the city to develop regulations for 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. We support fair and sensible rules for home sharing that reflect the casual and occasional nature of the activity.

Our members 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, improving our local economy, and giving tourist affordable options.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Musson". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Founder  
Northof41.org