



Dear Members of the STR Study Group:

At Airbnb, we often say growth of internet-based home sharing is “democratizing” travel. By this, we mean that platforms like Airbnb create a way for an individual or family to use extra space in their home to earn extra money, and spread out the economic benefits of the colossal tourism industry among many more people, thereby “democratizing” the industry. Nowhere is this more true than in Vermont.

Vermont is a year-round travel destination, and the state has a long tradition of hosting travelers in secondary vacation homes. Airbnb is proud to help continue this tradition and to expand it by creating an opportunities for hardworking Vermonters to share different types of space -- such as a spare bedroom, an above-garage apartments, or even a treehouse.

Residents of the Green Mountain State have embraced home sharing. As of September 1st, there are 3,500 hosts in Vermont. The average host is 50 years old, and 63 percent of hosts are women. A typical host shares their home 24 nights a year, and earns \$5,900 annually. This is money they often use to pay their rent or mortgage, save for retirement or to repay student loans. Together, they have had a huge impact on the state’s economy, welcoming over 199,000 guests in one year and earning \$27.5 million. Moreover, Airbnb hosts have contributed \$2.3 million to state coffers since signing a tax agreement last year.

As the Short Term Rental Study Group considers ways to regulate home sharing, we ask that you consider the stories of Vermont hosts who rely on Airbnb to make ends meet. You will hear from Carol, a senior citizen from Windham who shares a cabin because Social Security doesn’t cover all her bills. You will also hear from Christine in Vergennes, whose parents are able to stay on their dairy farm by being Airbnb hosts. These are real stories from your constituents, who are counting on you to recognize that home sharing is an economic lifeline that should be celebrated, not reined in.

Considering that the majority of Airbnb hosts share their home occasionally, we ask that you recognize that they should be regulated differently than a full-time bed and breakfast or hotel. Homes are not hotels, and most hosts are not commercial operators.

In 2015, Airbnb announced its Community Compact, a set of principles that guide how we work alongside local governments to enact fair, comprehensive home sharing policies. Since then, we have worked with hundreds of policymakers around the world to arrive at common-sense solutions that protect communities and guarantee new economic opportunities for residents. We hope extend this promise to Vermont and to work alongside policy makers in a crafting sound home sharing policy for the Green Mountain State.

The following stories this document show how the economic opportunities created by home sharing deeply impact the lives of Vermonters. We hope that you consider their stories when making your recommendations.

Sincerely,  
Josh Meltzer  
Public Policy  
Airbnb

# Vermont Airbnb Host Stories





September 2017

To Whom It May Concern:

When I moved home after working in China for 8 years, my friend pool was very small and I had a very modest pension from my years of teaching in Vermont. My son suggested I become an Airbnb host. With some trepidation, I sat down and did an ABB listing. Since then, I have hosted the most interesting people who became friends, even if for a short time, widened my world view, and helped me pay my monthly expenses-- food, taxes, utility bills. Thank you, Airbnb, for helping me stay in my home and have a better lifestyle than I thought I would be able to afford.

Sincerely,

Karen Gockley  
Stowe, Vermont



September 2017

To Whom It May Concern:

We live in Hinesburg, Vermont and have been an Airbnb host for the last few years. Our experience has fantastic. We earn much-needed income, meet wonderful travelers and share with them the beauty of Vermont and all the State has to offer. I have been amazed at how positive an experience it has been for our entire family.

Sincerely,

Peter Van Vranken  
Hinesburg, Vermont



September 2017

To Whom It May Concern:

We started hosting about 5 years ago. It's a great way for us, at 66 and 70, to supplement our income. Our cabin has been very popular and we really have come to depend on the extra income. Social Security just doesn't cover all the bills. We love being hosts here in Vermont and giving people a relaxed, unique experience.

Sincerely,

Carol Ross  
Windham, Vermont



September 2017

To Whom It May Concern:

Individuals have an inherent right to use their property in a voluntary exchange as long as it does not harm others. Protecting Inns/hotels, from competition is not the proper role of government. Do the right thing, be a leader and do not let lobbyists determine what you do. Besides, when it come to votes there are more of us than them. We can coexist.

Sincerely,

Kit Olivi  
Arlington, Vermont



September 2017

To Whom It May Concern:

I use Airbnb (rather than another home-sharing program) because I trust Airbnb more than others, and appreciate the social consciousness (e.g. providing short-term refuge to folks in need; living wage policies). As a retired person, I participate in order to help me keep my place, by paying the taxes and condo fees. My place is not a least-expensive option for guests, and I do not rent out extensively, but enough to cover these major expenses. While I have not been inspected by state authorities, I do comply with health and safety regulations - e.g. ease of egress, smoke and CO2 monitors, etc. I paid my Vermont rooms and meals tax from the beginning, before Airbnb started collecting on my behalf, and I appreciate that Airbnb now does collect it on my behalf. From the point of Airbnb guests, I do think that Airbnb offers a particularly deep and meaningful Vermont experience, as my knowledge of and love for the area is shared with guests who often want to stay longer. One guest regularly returns and says she feels like she is coming home.

Sincerely,

Helen Whyte  
Manchester Ctr, Vermont



September 2017

To Whom It May Concern:

In 2012 we moved our family to North Carolina after living in Vermont for 39 years. Vermont will always be a special place with lots of memories with hundreds of family and friends. When we decided to move we had to make a difficult decision as to what we were going to do with our cottage on Lake Champlain in St Albans. Over the years that we owned it we poured a lot of sweat equity into the property in order for us to enjoy the wonderful opportunities that living on the lake provides. We did not want to part with the property because we knew that we would continue to want to make frequent trips to Vermont to visit family and friends and heard about Airbnb. By listing our cottage on this website it has allowed us to maintain ownership of this wonderful property yet share it with others. We continue to pay taxes to St Albans and also can afford our land lease all while employing cleaners, yard maintenance and property maintenance professionals to care for the property in our absence. In addition we have hosted people from all over the world and were able to give them an opportunity to experience our little piece of paradise on the lake that they otherwise would not have access to. Using the Airbnb platform has allowed us to keep a part of us in Vermont that without it would certainly disappear as the years go by. Eventually my wife and I would like to retire in Vermont and can look forward to returning to the place that we can still call home.

Sincerely,

Chris Poulin  
St Albans, Vermont





September 2017

To Whom It May Concern:

Our family has owned a condominium in the Mad River Valley since 1970, when construction at Sugarbush was just taking off. We grew up skiing here every weekend when I was a kid, and my family has spent generous amounts of time in Vermont each and every year.

Over time, the monthly HOA costs increased dramatically, our apartment now has monthly carrying costs of \$1217, combined with property taxes that until recently were \$2600, but fell dramatically in the past few years as prices collapsed at our property, The Bridges, due to the escalating HOA costs compared to the much less expensive HOA costs at competing condominium complexes around here. Even with the lower property taxes at \$1200 year, we are still looking at \$15,700 annual carrying expenses - this for a condominium that was valued at approximately \$100,000.

My parents are now elderly, living in senior citizens facilities, and would have been forced to sell the condominium to the high carrying charges, if not for our ability to rent the apartment to offset the income. AirBnb charges a very reasonable 3% service charge for many of our rentals, compared to a 45% charge that The Bridges charged for short term rentals. Because the Bridges charged so much, and before the advent of AirBnb our only option was to use the Bridges to rent our apartment, we had many fewer rentals than we get on AirBnb. We are able to now offer our apartment for rent at a much more affordable price than what The Bridges would charge, and we net considerably more through renting with AirBnb, even at the lower prices.

This has had a twofold benefit for the local economy here in the Mad River Valley, and Vermont. First, we have had much higher occupancy during rental periods now because of AirBnb, bringing in tourists who otherwise might not rent in Vermont. They are spending their money at local businesses, including the ski area, but also at restaurants, shops, grocery stores. This is also providing much needed sales tax dollars to Vermont. Secondly, it allowed our family to hold onto our condominium when we might otherwise felt forced to sell, due to the high carrying charges. I have since been able to relocate here to Vermont from Florida, something I might not have done had we been forced to sell our apartment here a few years ago. I am now paying substantial state income tax to Vermont, as I have declared Vermont residency. Also, we renovated our apartment this year, and emphasized a Made In Vermont theme, using materials that were mined, manufactured or fabricated here in Vermont. As much stone and wood that were used in the renovation came from Vermont. We also employed many local Vermont artisans in the custom work that was done in the apartment, all of whom pay state income tax on that income from our renovation. I believe that this all happened because of being able to successfully rent through AirBnb, providing us with much needed rental income allowing us to hold onto our apartment. The State of Vermont ultimately became a large beneficiary of that, and will continue to benefit significantly going forward. Now that I am a state resident, I have already purchased another apartment here at The Bridges as an investment, and have already spent close to \$20,000 upgrading that apartment with paint and carpet, benefiting local businesses.

Thanks Airbnb, for helping to make this all possible !

Sincerely,



Todd Gerber  
Warren, Vermont



September 2017

To Whom It May Concern:

Being an Airbnb host serves my needs as well as those of the travelers who come as my guests. In an expensive city, the additional income helps me to cover the high taxes in Burlington which would be much more difficult for me to cover living on a single income. Many of my guests are prospective students at nearby UVM or the Larner Medical Center who need very affordable and short term housing for interviews on campus. Having lived in the area for a long time I am able to recommend local attractions and lesser known activities based on my personal experience. I pay taxes on my Airbnb income and more recently have Rooms & Meals tax collected from my guests as well, thus creating a more level playing field with other lodging establishments.

Sincerely,

Holly Pedrini  
Burlington, Vermont



September 2017

To Whom It May Concern:

I began sharing my cabin through Airbnb over a year ago. Firstly I must say the experience has been delightful. Sharing the yard, cabin, beautiful Vermont and all it entails has enriched us more than we expected, and certainly not just financially. While I had a successful career as a well know artist/designer nationally, times change. The market for my business has fallen off and trade shows are no longer viable for me. I also had a few health issues, thankfully gone, but which left me without income for long enough I was endanger of losing my home. So I turned to my property for income. I had rented my cabin before, usually a year at a time. I got both wonderful neighbors and disasterous.

Turning to Airbnb was the best thing I've done in years. I've met wonderful people and had very few difficulties. People often are interested in moving to Vermont. I tell them the ups and downs. Many bring their dogs and are so grateful for the opportunity. I send them to local sites and have even discovered some new hikes after 40 years here! They shop at farm stands, buy maple syrup and fall in love with VT.

I'm now driven to save my property for my 22 yr old daughter. I looked into selling and it's not a good market now. I built my studio so I could raise her with me. Now that my business has shrunk I am fixing up the studio for Airbnb. I'm planning on giving workshops there, providing the space to other artists and Airbnb experiences. They can rent the cabin and studio for larger group projects. Ideas like that are being looked into now, as I'm cleaning and planning. This excites me more than trying to regain business in my old ways. (People rarely realize 80% of art galleries closed after 2008 recession). Mostly I can stay in my own house, which I built and put my heart in. Mostly I can, hopefully, keep a path open for my daughter to keep her home too. I am very grateful to Airbnb. I love hosting too!

Sincerely,

MaryJane Sarvis  
Shaftsbury, Vermont



September 2017

To Whom It May Concern:

My husband is retiring and I am semi retired. We chose Vermont as our retirement home moving here 10 years ago. Now that we are facing a fixed income and extremely high property taxes and expenses we were looking for another source of income. Airbnb has turned out to be the perfect supplement to our income. We have the perfect space in a lovely furnished apartment above our garage that we used when building our home. Now that the home is complete it was only getting occasional use by an out of town friend or relative. Now we are able to share the space with Airbnb guests whom we have had nothing but compliments and praise on the location, beauty and comfort. This has also given my husband and I a chance to meet so many wonderful people and also employ our inherent hosting abilities. We would be devastated if we were unable to continue. It would definitely impact us financially. We would need to consider selling our dream property that we worked our whole lives to have. There also is a need for extra accommodations in our area with all the destination weddings and people who just want a more affordable place to stay where they can prepare their own meals etc.

We are proud of being Airbnb hosts.  
Cheryl and Roy Shea

Sincerely,

Cheryl Shea  
Vergennes, Vermont



September 2017

To Whom It May Concern:

I own a rental property, which I inherited when my husband passed away six years ago. Short term rentals through AirBnB have helped me tremendously in paying the bills/mortgage on the house. I would not be able to make the same kind of money with long-term rentals and would not be able to pay the bills as easily. AirBnB is an amazing resource that allows home owners to make ends meet in Vermont!

Sincerely,

Uli Donohue  
Ludlow, Vermont



September 2017

To Whom It May Concern:

Airbnb is a lifeline for my family. My retired parents are able to stay in Vermont affordably on their former dairy farm as a result of the income generated by Airbnb. They have the gift of hospitality and can capitalize on this resource by opening their home to global visitors for income rather than just visiting friends and family who want to use the space for free. The income helps pay the property taxes, helps them cover their supplemental health insurance, and gives them the flexibility to support their daughter and grandchildren.

My parents have hosted for three years now, and if I wanted to move back in to my old bedroom, they would probably tell me no! They would much rather meet new people and share the beauty of Vermont with our guests.

Sincerely,

Christine DeGraaf  
Vergennes, Vermont



September 2017

To Whom It May Concern:

Inherited my parents small 2nd home in Vermont. We tried to rent the small apartment to locals which led to several difficult situations. So, We tried Airbnb which has worked out very well for us. Our rate is fairly low so we are exposing younger less affluent people from all over the world to Vermont which should help build Vermont's long term hospitality goals and culture.

Sincerely,

Jeff Krebs  
Wallingford, Vermont





September 2017

To Whom It May Concern:

Hosting Airbnb has helped me in many ways.

With the high price of housing in Burlington, I need income from either Airbnb or housemates to pay my mortgage etc. I started hosting Airbnb in the winter, a time when it is harder to find a good housemate. As a single woman I don't want to accept just anyone to live with me; Airbnb offers a great alternative so I don't have to.

The option was also important to some longer-term guests: a couple from CA relocating to VT for a job with the state police; an Italian student training at UVM for a month; a traveling nurse who needed to get settled in town. They all would have spent much more and felt much less connected without Airbnb. It makes our community feel welcoming and accessible -- an intangible but major benefit.

I support Airbnb hosts paying lodging taxes and meeting appropriate safety requirements; that's good all around.

I know the rise of Airbnb has hurt some small B&Bs in our area. I empathize with those business owners. But, this market innovation helps so many people that it wouldn't be right or smart to curtail it to shore up a model that has been disrupted.

Sincerely,

Julia Curry  
Burlington, Vermont



September 2017

To Whom It May Concern:

We love using Airbnb. Not only is it a great way to welcome guests from all over the world and country to Vermont, sharing our love for the area with others, which in turn generates income for the state, it's also a great way for us to afford our home. Without the money earned on Airbnb, we couldn't pay for the high taxes that the state imposes on us, and we'd have to sell our home to find another place in another state.

Sincerely,

Justin Obey  
Hartford, Vermont



September 2017

To Whom It May Concern:

I started doing Airbnb in December 2016. I had been laid off from my job in June 2016 and was unable to find another job despite 30 years of professional experience and a BA and MA from two of the country's top colleges. (Before that none of the jobs in this area paid enough for me, a single mother of three children, to get off welfare.) My unemployment compensation was ending in January 2017 and I knew I had to do something to bring in income to care for my family. Being an Airbnb host has been more successful than I dreamed in my humble home. The income pays for my mortgage. My children meet people from all over the world and are learning hospitality and business skills. I am so grateful for the opportunity to be an Airbnb host!

Sincerely,

Crystal Stillman  
Brattleboro, Vermont



September 2017

To Whom It May Concern:

The rental income on this property is the only way the property taxes can be afforded and the buildings maintained

Sincerely,

Linda Dilworth  
Manchester, Vermont



September 2017

To Whom It May Concern:

Airbnb is a Godsend for us. As an older couple contemplating retirement in the near future (fixed income) and still having college loans to payoff ( 6 grown children) having the extra income from Airbnb means the difference between keeping the farmhouse and having to sell it.

All of our 6 children grew up in the farmhouse over the last 32 years so it means a great deal to us to hold on to this property.

Sincerely,

Frank Hassler  
Westford, Vermont



September 2017

To Whom It May Concern:

I rent my house out on Air BNB so I can afford the property taxes and the mortgage. I am often traveling for work, so it is critical that I rent out the house when we are not at home. I maintain a clean, modern and safe property that provides guest with an experience that they simply cannot have at a hotel or Bed and Breakfast. My 5 Star reviews demonstrate this. I would prefer to charge more per night than the market will currently bear, due to fees and taxes. When I am traveling and I have a choice in accommodations I always choose Air BNB whenever possible.

Sincerely,

Bjorn Jackson  
Lincoln, Vermont



September 2017

To Whom It May Concern:

Since retiring 4 years ago i have opened my house as a BnB. I rent two rooms to guests. It has provided some income along with all the Vermont tax and pepper work to be licensed. It enables me to maintain my home in Vermont. Im no competition for the hospitality industry in Vermont!

Sincerely,

Don Vickers  
Georgia, Vermont



September 2017

To Whom It May Concern:

We have been members of Airbnb for almost 3 years and have enjoyed meeting all the interesting people it brings to our doorstep and to Vermont. All of our quests are from out of the state and, indeed, many have been from other countries. As a retired couple, this additional income certainly helps us to maintain our residency in a very expensive state ( particularly for retirees - rated in bottom 10 in many surveys ) as well as bringing much needed tourism dollars to the Manchester area.

This weekend we hosted a couple from California here for a wedding at the Equinox Hotel. The hotel was completely booked so they looked into Airbnb and found our place - a win/win for all concerned.

The entrepreneurial spirit should be allowed to thrive in all areas of Vermont and the US. The small " Mom and Pop " ventures such as ours complements the larger hotel and motel businesses by offering an alternative accommodation for people who might otherwise decide to go to another State. Let's encourage independent thinking and living and support all avenues of tourism for the State of Vermont.

John Kennedy

Sincerely,

John Kennedy  
Manchester, Vermont





September 2017

To Whom It May Concern:

We are residents of Vermont and have lived there for 22 years. We rent our house out on Air B and B when we are not there. The extra income helps us with the care of our house. We use the extra income to make improvements on our house. We employ local carpenters, painters, and seamstresses to make improvements inside and out. Also by using Air B&B, we have hired a lot of people in our community. We have someone clean our house and take care of our guests, and we hired a landscaper to work on the yard and gardens. Before being a part of Air B&B, we never hired anyone to help us with these aspects of our home care, so I feel we are adding to the economics of our community rather than taking away. We live in Arlington where a lot of local people need work and supplementary income, and I feel Air B&B allows us to do this not only for ourselves but for others as well. If we were not able to rent our home out occasionally (we rent only a couple times a month for a weekend (generally)), I would no longer be able to afford employing other people or have any extra income to make home improvements. Thanks!

Sincerely,

barbara bullock  
Sheffield, Vermont



September 2017

To Whom It May Concern:

My husband and I purchased an historic building to convert into a vacation rental for 2 reasons. We have a keen interest in preserving the historic district of the town we live in and we need the extra cash to cover living expenses.

The building we purchased was in need of some serious updates. In addition to the purchase price, we invested an additional \$35K to fix the place up using local carpenters, painters, landscapers, electrician, plumber, lumber yards and hardware stores.

We need extra income because we support an adult child with disabilities. We purchased a condo in the city where she lives so we can control the rent at a level she can afford. What she can afford is approximately 25% of our actual expenses so we rely on our vacation rental income to make up the difference.

We work full time at our regular jobs to support us and the vacation rental basically allows an adult with autism to live as independently and securely as possible. Our vacation rental is an investment in our child's future.

Sincerely,

Susan Scott  
Manchester Center, Vermont



September 2017

To Whom It May Concern:

The under 1,000 square foot house my (now) husband and I bought on a quiet one way street in our small city is the quintessential starter home. We tore the carpet up, refinished the floors, painted and cleaned and after careful consideration we determined that renting it out would give us the freedom to make some other big changes in our lives while we stayed in our affordable apartment a few blocks away.

The state of Vermont has one of the highest costs of living, and our town, Burlington is home to one of the most expensive public universities in the country along with two other mid size colleges which attract out of state money and tourism. During peak season, you cannot find a decent hotel room for less than \$200-\$300 a night which is not attainable for many traveling millennials like myself. I feel that sharing our home is mutually beneficial; it gives people traveling to our community a more affordable, authentic and intimate view into the city while giving my husband and I more financial stability. We also host a good number of families with small children, because let's face it -- staying in a tiny hotel room with an infant that naps multiple times a day and goes to bed at 7:00 pm can be daunting, and having an entire home is much more comfortable.

In my opinion, Airbnb has leveled the playing field, giving people besides large hotel owners the ability to make some income while giving lower income travelers the ability to see new areas. In my past travels through Central America, Europe and the United States I have always sought neighborhoods away from typical tourists and find that based on our home's style and description we attract like minded folks. I have only had positive experiences using the Airbnb community and am grateful for all of the opportunities it has given me.

Sincerely,

Emily Melander  
Burlington, Vermont



September 2017

To Whom It May Concern:

We started our Airbnb in Middlebury village in the Fall of 2016. I had to have 8 weeks of radiation for cancer and thought it would be a great time to try opening our historic home to guests of Airbnb, in that I was to be confined to Middlebury for all that Fall time anyway--so why not try it. The responses has been incredible. We have hosted about 42 nights in total--with most coming this Spring and Summer of 2018. Our business seems to get about 80% or higher business from Middlebuury College Alums, parents, and graduation and MC events. Our guests often can not find rooms in the Middlebury area, as the College and other travelers jam all available space. We often have people asking for rooms or our whole house but we can not help them. We seem to fill a very important role in hosting guests in Middlebury--they shop and certainly eat in our local restaurants on each visit. We recommend all our Vermont owned companies and businesses to all our guests.

We use this income to invest in our home here in Middlebury--This year we converted to VT Natural Gas and our new steam system, at the cost of \$8,000 dollars will partially be paid with our Airbnb income. Of course all our guests pay the Room and Meals tax to the State of Vermont--so that income goes directly in the state. We enjoy sharing our house with our guests and they in turn thank us profusely in person and on-line for the use of our single room or the entire house.

We believe that Airbnb is an important part of many Vermonters' income and it helps to improve their standard of living, while offering guests to Vermont a home away from home. Thank you.

Sincerely,

Michael Kieran  
Middlebury, Vermont



September 2017

To Whom It May Concern:

I host Airbnb for only 14 nights a year. This allows me to make a little under \$1,000 a year, does not interfere with my tax reporting or home deductions, and allows me to keep up with Rising tax and utility bills.

Since I host in the fall when all the commercial rentals are full, I am sure that I am not taking away any business from the larger establishments. For example, on Norwich parents weekends, it is almost impossible to find a place that is not a super run down hotel used by the state to house the homeless, unless one reserves many months in advance.

Sincerely,

Olivia Durham  
Barre, Vermont



September 2017

To Whom It May Concern:

Hosting on Airbnb enables us to own a second home - hopefully our retirement home - in Vermont but also to be able to enjoy it when we want to get up to the area. Without it, we would not have bought a house there, would not be contributing taxes, and would not be able to bring in other people to enjoy the area and contribute to the local economy. Airbnb is an essential program for us and we believe contributes a great deal to the town and the state!

Sincerely,

Kimberly Norton  
Dorset, Vermont



September 2017

To Whom It May Concern:

I inherited my grandparents' lake front cottage. The taxes are high. The wooden structure needs tons of work. I am a mental health crisis worker for Rutland Mental Health; my pay is poor. I have a masters degree and have worked in the field for 28 years. Police officers with only a HS diploma and 2yr degree RN' s I work closely with start out making more than I do after 28 years. I need the rental income to be able to keep the family camp. ALSO, our son just graduated UVM and we will soon have to pay student loans. We planned to sell part of our land at our home, but learned we will now only get half of what we paid for it because we are in a "declining market" where our home is(outside of Springfield, Vermont) and our taxes in Baltimore increased so much that our escrow went up \$200 a month! The only way we can afford to keep our primary home will be to rent out the empty rooms our children vacated when they left the nest. If Vermont prevents us from using our properties as we feel the need is, we will lose everything we worked hard for over the past 30 years. Our salaries have not kept up with the rising costs of being a working Vermonter.

Sincerely,

Alecia Armstrong-Tolosky  
Baltimore, Vermont



September 2017

To Whom It May Concern:

A friend told me about airbnb in 2014 and since I had taken guests at my former home, it interested me. He helped me set it up to be a host, took photos in the house, also of me and soon I was a happy host. I am an older person and the income was welcome as well as enjoying the various guests and their interesting stories.

Sincerely,

Patricia Dupree  
Manchester Center, Vermont





September 2017

To Whom It May Concern:

I used to rent a house in Mt. Snow from friends for what I did not realize was below market rates between Christmas and New Year's. When they sold the house, I went to rent another place and found that the cost to rent a place that week was north of \$5,000. I realized that I could purchase a house in the area for a monthly mortgage (including property Tax escrow) for an annual cost of \$18,000. As long as I could supplement the cost of the mortgage via a rental through Air BnB and other shared rental sites like VRBO, I could afford the house. I am now a VT taxpayer through property taxes on the house I purchased and the cost of my home is subsidized via my rentals throughout the year. Without the ability to subsidize the cost of the rental, not only would VT lose me as a taxpayer, but money I spend in local businesses will go away as I visit VT much more than I would because I have the place to go to today. I have been to VT over 10 times in the past year, supporting local businesses through my visits, including Adam's Farm, High Country Marine and the various restaurants in and around the town of Wilmington. Rentals through Air BnB allow me to be a homeowner in the area, supporting local businesses and paying local taxes throughout the year vs. the once a year visit I used to do.

Sincerely,

David Mitchell  
Wilmington, Vermont



September 2017

To Whom It May Concern:

We purchased our house in 2014 from my uncle who no longer could afford to keep it up. My dad built the house in 1974 and so it has been in my family for 43 years. It's always been primarily a ski house and my family has been lucky enough to enjoy coming to VT (we reside in NJ) for vacations for years. The house and area is close to our hearts so of course we stepped in to purchase it. With the rising taxes (it went up \$1200 this year alone), the improvements to the house, the fire systems and even a second mortgage we would not be able to afford to do this without the option of home sharing. We rent our property out for short term stays for large groups, as it sleeps 15. Families have had reunions, birthday parties, gathered for Christmas and even weddings at our house and our feedback has always been positive.

We love sharing our 2nd home, it keeps the lodge feeling lived in and alive and also provides us with enough income to keep it in good shape. We had to replace a few windows this year, last year repair the chimney bricks, replace a refrigerator and soon it'll need an exterior paint job. Without the rental income, the house would deteriorate and we'd need to let it go. It would be a shame, I look forward to spending many years with my children up on the mountain skiing, enjoying the local restaurants and activities, just as I did with my siblings and parents growing up.

Sincerely,

Kristen Childs  
Killington, Vermont



September 2017

To Whom It May Concern:

We are a retired couple whose joint income is insufficient to support our continued enjoyment of living in Vermont. Were it not for the income from our Airbnb hosting we would be forced to sell our home and move to a state / environment where it is cheaper to live.

Sincerely,

Richard Slade  
Cuttigsville, Vermont



September 2017

To Whom It May Concern:

Now that my children are in college using Airbnb allows me to rent their rooms out but make sure they are available for when they come back. The cash is very helpful for tuition costs

Sincerely,

allan Bullis  
so Burlington, Vermont



September 2017

To Whom It May Concern:

I host guests through Airbnb and also stay at Airbnb locations. My story is simple, my wife and I have owned a condo for over 12 years. We rented to one family for the winter season. When I heard of Airbnb we tried short term rentals last year for the first time. We also bought a second condo, with the desire to earn additional income from both condos. We had had excellent success, Without Airbnb we never would have made the additional purchase. We have hired our own housekeeper, who would be unemployed without us. WE have spent over 15,000 in improvements to both units, which we never would have done without the additional income.

Sincerely,

Kevin Dunn  
Killington, Vermont



September 2017

To Whom It May Concern:

I have been involved with AirBnB for several years now. I do not get a lot of boarders but I get enough that it is a nice bump in my overall income. Since my husband passed away I need as much income as I can get to stay on the farm that I have lived on for the past 40 years. Without this small but important part of the overall picture it might not be possible to hold on to my home and small farm.

Sincerely,

Debra Tyler  
Benson, Vermont



September 2017

To Whom It May Concern:

In no particular order the benefits to me from Airbnb are that as a single person living in the same house since raising a family since 1976, the turn over of guests has been good company, interesting getting to know folks ( several have made more than one return visit!), and broadening sharing activity ideas.

It allowed me to do much needed repairs on that original part of the house, and putting in a separate entrance. My "was-ban" is an architect and this was his first house built after graduating from Yale and was published in the New York Times in 1965. Who knew I would still be living in this architecturally historic first Design/Build home after marrying & moving in 1977?

The regular cleaning by a local overflows into my side of the house often, which I would never have contracted before Airbnb. I feel great supporting a young local with a cleaning start up business. It's a luxury to have help doing deep cleaning.

The comments left in my guest book have been so positive. It is so pleasing to have been able to give rich memories of a visit through my unusually unique home. I have plenty of documentation to this house, so often guests have a particular reason to stay in a David Sellers Design Build house. It has an outstanding view of Camels hump Mt through a 10' x 5' window the main bed, allowing for sleeping under the stars.

People love special, unique & hand made environments. The bathroom is so small the toilet seat is hand carved cherry sideways when you sit on the toilet for instance. There is a hand made double copper sink and my oil paintings of Vermont landscapes or nudes fill the walls. Oh and I suppose I should mention it isn't for everybody- it is three levels connected by ladders...(so it is not for the walking challenged nor small infants nor pets, and I screen very carefully).

There is a shared pond with a tennis court where it is lovely to have your morning coffee. I could go on about why people like it, but the point is, there is nothing else like it.

I live in the Mad River Valley which has scores of hospitality Inns but having their own private entrance, bathroom and kitchen makes it desirable for people on the go and looking for their down time while visiting Vermont to be as interesting as the destinations during the day!

Sincerely,

Candy Barr  
Warren, Vermont



September 2017

To Whom It May Concern:

We love our town and wanted to find a way to bring more people to Brandon. When we visited some ten years ago from the West coast, we were challenged to find a place to stay that suited our needs. Former flight attendants, we were hotel adverse and as much as bed and breakfasts offered charm they did not offer a kitchen. We did find a home to rent and thought how great it would be someday to own a place for others to find. Three years later we now own The Little House Vermont, a thriving home rental which has added to our town's revenue and reputation. By running this rental, we have taken a run down property bought at a foreclosure auction and employed local labor, paid taxes and improved our neighborhood. Since then we continue to pay taxes: property and business, showcase the art of our local artists, purchase goods and services from our neighbors and promote Brandon in general. In the short years we have been open, more than four guests have expressed interest in buying a second home here and/ or making a permanent move. We have wonderful inns and B and B options for those guests who prefer the personalized attention. We frequently recommend them. Having our rental has also allowed me the time to take care of an elderly parent while still having an income. This has been a huge blessing. So it seems to me that there are few negatives to our home rental. Vermont has been a live and let live state. To legislate how someone chooses to visit sends the opposite message.

Sincerely,

Kerrie Quinn  
Brandon, Vermont





September 2017

To Whom It May Concern:

As a full-time touring musician the idea of home ownership seemed out of reach for me. Thanks to supplemental income from Airbnb I was able achieve my dream of moving from New York to Vermont and cover my mortgage and property taxes.

I'm very sensitive to the idea of creating community where I live and competing with the hospitality industry - in the end I concluded that my entire house rented out to groups is providing something that is not otherwise readily available in the local hospitality industry. I believe that I'm bringing more people to Southeastern Vermont and contributing to the local economy, not taking away from it.

Sincerely,

Chris Miller  
Brattleboro, Vermont



September 2017

To Whom It May Concern:

Hi

My wife Julie and I have been doing Airbnb for almost a year now and it has saved us financially.

We have studio apartment in the upstairs back of our south end Burlington home.

We have almost double our rental income and have met some great folks in the process

Thanks

Phil

Sincerely,

Phil Abair  
Burlington, Vermont



September 2017

To Whom It May Concern:

I have been listed on Airbnb since about 2012. I have never had any 'bad' guests and in fact have enjoyed meeting every Airbnb guest from around the world.

Opening up my home for short term guests has enabled me to continue to preserve this piece of Vermont forest for the enjoyment of many.

With property taxes going sky high, I believe I would have had to put my home on the market years ago. This may have led to a developer buying and attempting to make several home sites out of the land.

I will try to remain the responsible property owner as long as I can....travelling guests are helping me do this.

Thank you,  
Dawn Fagan

Sincerely,

Dawn Fagan  
Moretown, Vermont



September 2017

To Whom It May Concern:

We started Airbnb in January of this year. The people that have stayed with us have been very happy as they have a lot of space and great views of the mountain. We also allow dogs and we have a pool which everyone enjoys. Walking distance to village and to our bike and walking path.

We have met some great families.  
It has been a wonderful experience!

Joan and Bobby Joslin

Sincerely,

Joan Joslin  
Stowe, Vermont



September 2017

To Whom It May Concern:

My partner and I had been wanting to buy a mountain house in Southern Vermont for years. We have lived in NYC since 2010 and, though we love it, we also love to take a break from city life and enjoy the great outdoors. We're avid hikers and we love to ski and snowshoe. I work for a non-profit based in NYC and my partner is a state employee. Though we were fortunate enough to be able to make the down payment on a small cabin in Southern Vermont earlier this year, we knew we couldn't cover the total costs without renting it out part-time. The rental agencies we talked to would only consider arranging long-term seasonal rentals (Nov-Mar) during the ski season. That wasn't appealing to us for several reasons: 1) it meant we wouldn't get to enjoy our home at all during the winter, 2) it suggested there was no opportunity for summer rental 3) it left us very little flexibility, and 4) it eliminated any chance of developing a relationship with our guests -- sharing what we love about Southern Vermont with others!

Airbnb seemed like the best option for us. We had used it before as travelers, and were surprised at how easy it was to become a host. By renting through Airbnb, we've been able to spend as much time as we want in our cabin (either by planning ahead or just going at the last minute when there's a free weekend), develop a relationship with our guests (sharing with them the details of our favorite local restaurants, bars, hiking trails, and ski slopes), and to cover the costs of the cabin (including some small repairs and upgrades). We have had nothing but positive reviews from our guests - who fall in love not just with our home, but the entire surrounding area. Initially the local rental agencies told us we wouldn't be likely to get many summer bookings, but we've experienced quite the opposite. We've had over 30 guests since we started listing in May and they seem to love summer in Southern Vermont as much as we do. We look forward to providing an affordable option for guests during ski season as well. We aren't interested in turning a huge profit -- we just want to be able to have a place we can enjoy and share with others. Airbnb has certainly helped us do that.

Sincerely,

Abigail Clarke-Sayer  
Wilmington, Vermont



September 2017

To Whom It May Concern:

We were able to invest in our property 2 years ago to fully insulate a small cottage connected to our home so it is habitable year-round. Air B&B opened our world with gracious guests who have broadened our horizons and contributed to our sense of place. We have hosted visitors from all over New England and the Pacific Northwest as well as the UK. With every visit, we learn about family and historical connections to our community and beyond -- in many cases, these visits have resulted in lasting friendships that we treasure. Several guests have returned to Vermont -- two families even decided to buy homes in the area after staying in our cottage! As the president of the St. Johnsbury Chamber of Commerce, I see the benefits of providing needed beds in a region that lacks adequate guest housing. Air B&B hosts can provide personal references that support local businesses, often tailored to the specific interests of our guests. As hosts, the income from this rental allows us to stay in our home, as it contributes to the rising property tax burden. As hosts, we also invest in our property to be sure that guests are comfortable and enjoy their stay. What a terrific way to connect Vermont and Vermonters with a wider world!

Sincerely,

Anna Rubin  
Peacham, Vermont



September 2017

To Whom It May Concern:

I am one of those people who could not afford to live here in Vermont if I was not able to use my home to generate income. I recently went through a divorce and was left having to support my home on my own. I had just retired and so went back to work part-time and had to come up with other creative ways to pay my mortgage and property tax. Beyond the financial benefit to me however is another observation about the power of having a network of rental spaces for tourists who come to the Northeast Kingdom and spend their money purchasing craft beer, fresh vegetables, antiques, and craft items. Not only are there no hotels in my community or anywhere nearby but the type of guests that I have hosted are mostly young, they travel with their pets and young children, many of them have friends and family in the area, and they have the kind of income that makes it difficult to rent a hotel room in a more tourist oriented town such as Stowe. I think we should not dismiss these travelers and their needs. They are a good source of revenue as I pay the occupancy tax and I send them to other towns to eat and take in the sights, and the hospitality I offer them generates good will. I am not competing with the larger tourist locations here in Hardwick Vermont and I hope that this work group will take into consideration those of us who care deeply for this state, want to continue to live here and want to advance the tourist trade in our own way.

Sincerely,

Amy Holloway  
Hardwick, Vermont



September 2017

To Whom It May Concern:

We have been skiing in Killington for 25 years. I met my husband in my 20s when he was a ski patroller there. In 2015 we purchased our own home w the knowledge that we could supplement our new home expenses with rental income from Air BNB. We rent the home when we aren't there. We pay our rooms tax as well as our property tax. Because we were able to rent when we aren't there, we have been able to both afford our Killington life as well as introduce Killington to hundreds of people who spend their own money in the area, eating, biking, shopping, exploring and more! Many of our renters have fallen in love with the Killington area. Now, since there are several home rentals in the area, there are more families than ever that get to enjoy the area. We are seeing an uptick in summer traffic, restaurants that are able to stay open year round and the resort that has worked hard to attract summer travelers w many events, concerts and a really fun family Adventure Center.

Sincerely,

Susan Walker  
Killington, Vermont





September 2017

To Whom It May Concern:

Simply put:

Airbnb helps us pay our state taxes, and allows us to remain in our beautiful state.  
Otherwise, we hear Delaware calling.

Sincerely,

Richard Bateman  
Rutland Town, Vermont



September 2017

To Whom It May Concern:

My husband is 70 and retired on a fixed income and although I am still working, we rent our spare bedroom out a couple nights a week in the summer. We use the money to pay for gardening and maintenance that we have to get done, so the money ends up right back in the community, allowing others to supplement their income as well. As empty nesters, it allows us to share our beautiful home with others as well.

Sincerely,

Joanne Lawton  
Morrisville, Vermont



September 2017

To Whom It May Concern:

We started with Air Bnb in July of 2016 as an adjunct to our incomes. We have a section of our home that is no longer being used as our three children are in college and the rooms were sitting empty. With three kids in college and the rising property taxes in our area it was suggested that renting the rooms out as an Air Bnb would help us make our payments. What a blessing that suggestion was. I work as a Dialysis Nurse and my life companion works as a Correctional Officer. We work 40 - 60 hours a week each, but have had trouble meeting all of our payments and taxes. Air Bnb has been a Godsend. We had been able to pay our taxes, help our kids with college, pay off our back medical and orthodontic bills, and even have a vacation.

Air Bnb is amazing. We have had guests stay with us from all over the world. Hosting and meeting our guests has completely reaffirmed our faith in humanity and the kindness of the human heart. We have had so many wonderful experiences and made wonderful connections with so many amazing people and families. On top of all of that, it has been an enriching experience for our children (when they have been home for the Summer or vacation). They have met and talked to so many wonderful people and it has re-shaped their view of the world by having amazing people come to our door. The connections and diversity they have encountered will last them a lifetime and have taught them how to be part of a global community. A lesson of compassion and cultural understanding that is so important in today's uncertain world.

I am so happy that we started offering our two rooms as an Air Bnb. It has truly enriched our lives both economically and culturally. We are so blessed to be part of this world wide travel community. I feel that it a huge benefit not only to us, but to our area as well. It serves as an adjunct to the the Hotels and Inns of East Burke. I feel that the small Air Bnb homes add immensely to the hospitality business in our area. The Hotels and Inns are full and thriving, as are the Air Bnb's. Air Bnb tends to reach a different type of traveler, thus, creating a symbiotic relationship between conventional hotels, home sharing opportunities, and the community.

We have also had the opportunity to stay in Air Bnb's in Southern Vermont, Florida, Germany, and in Antigua. Which has been a wonderful experience as well, Being able to all stay in the same house and experience other areas or the world as a "local" gives a completely different type of vacation - and one that we love.

We hope to continue to host through our Air Bnb and travel with Air Bnb for many years to come.

Thank you for this opportunity to express our since thanks for the whole Air Bnb experience and community. We are so thankful and grateful for all that it has brought to our lives.

Sincerely,

Heather McAlister  
East Burke, Vermont



September 2017

To Whom It May Concern:

we have a beautiful property right at the Connecticut river. We farm pumpkins and corn but we are well in our sixties and do not know how long we will be able to do it, but our social security is not enough to pay for the high property taxes. We would like to enjoy our retirement in our beloved 200 year old farmhouse and the apt, in the barn helps us to make the extra money we need. We tried permanent renters, but because it is 7 miles away from the next town you have either people who want to buy their own property or renters that are not welcome in town ( we had those before and did not get paid for 3 months but we had to pay the utilities and we frankly cannot afford that). Airbnb ist he perfect solution for us.

Sincerely,

Ina Craig  
Springfield, Vermont



September 2017

To Whom It May Concern:

Being an Airbnb Host has many different meanings to me. I enjoy remodeling old homes and showing people what can be done to them rather than demolishing them. Renting them out helps pay for the utilities, taxes insurance and up keep. I have yearly inspections from the insurance companies to make sure I am in compliance. I also pay commercial insurance and meals and rooms tax. I enjoy interacting with people. I'm glad to hear that a group of people can get together and grill, talk and relax. You can't do that at a hotel room. I personally use Airbnb when I travel. Recently I lost my 22 year old son who was a Marine in California. A group of 9 went to his service. We would have to rent separate hotel rooms. The cost of hotels plus eating out all the time isn't affordable with a large group and it's not the time to be separated from your family. It was nice to have his brothers in arms come over and cook for them all. Listen to their stories and everyone was comfortable and we had the space. We have spent holidays that way for the past 4 years. I make sure that my home has everything that you need except groceries and clothes. I feel that is the only way to travel especially when you travel with family and friends.

Sincerely,

Bobbie Jo Roberts McManus  
Barton, Vermont



September 2017

To Whom It May Concern:

In 1963, when I was 7 years old, my parents began renting a cottage on Lake Champlain at St. Albans, Vermont. The owners, who had another 7 cottages for rent, were Montrealers, like us. They had been coming to St. Albans at least since 1947, when they bought the property. In the 1960s, the Canadian and US dollars were pegged at 8 cents apart, and the border crossings were friendly and much less formal than today. There was a large contingent of Montrealers renting and owning seasonal properties in Vermont. By the early 1970s, the cottage rental industry declined as people bought their cottages, as my family did in 1972. Fast forward to 2001, my wife and I bought the seasonal mobile home property next to that of my parents, adding additional space for a growing extended family. To our surprise, the market had changed. The Canadian dollar had much less value and we no longer were able to attract families to rent as had been popular in the 1950s and 60s. When we did rent, the quality of our guests varied greatly, often drinkers and smokers who left a mess and became belligerent when we tried to keep the damage deposit. As non-resident aliens, we opted to avoid stressful situations and our rentals diminished to nothing. Nevertheless, we maintained our property because we loved it, all the while hoping for better renters.

We learned of Airbnb through our friend, Emil Glassbourg, a former Montrealer, and St. Albans lake front owner now living in Toronto, who had only good things to say about Airbnb and the Airbnb community.

What attracted us was that it was a club, whose administration policed its members through a review system that was generally reliable. Further, the company had established a reputation for taking care of its members, especially hosts. With Airbnb, money did not change hands - it was all remotely done, therefore less stress and no confrontations. We only rented to people with prior positive reviews and have been mostly pleased with our guests. No more cigarette butts on the lawn and beach! No more broken furniture. This is our third season and we intend to continue. Here are the positive aspects:

- Tax money for the state in areas that otherwise would not attract tourists;
- Promotion of our particular region, which otherwise, is in decline - this is not Stowe;
- Helps replace the missing Canadian tourist business - many of our guests come from the Boston area and appreciate the quiet of the Northern part of Lake Champlain;
- Attracts a better class of visitor;
- Promotes maintenance of under-utilized vacation properties. - an occupied home is less likely to be broken into;
- Guests like the privacy of renting a whole cottage;
- Our rentals help cover the high property taxes - as non-resident aliens, we are not covered by the subsidies US homesteaders benefit from;
- We enjoy having guests next door to our main cottage.

As they often say: If it ain't broke, don't fix it. We are not a threat to Stowe or Burlington. In fact, we encourage our guest to visit these areas. Everyone benefits.

Sincerely,

Alec Flexer  
Swanton, Vermont



September 2017

To Whom It May Concern:

As you know we have been with Airbnb for 6 to 7 years now. The supplemental income has helped us through many situations in the past. Our property taxes, our quality of life, our medical insurance. Most recently loss of job in April of 2017. Without this income we would of most likely been further in the poor house then we already our.

I just recently took a position making half as much as my previous job that I had been at for 17 years.

Vermont is a very difficult state to make a good quality living in without working 2-3 jobs. Meaning myself as 2 jobs and my wife as 1 job. At one point last year we decided to keep my wife home to focus on the 2 rentals

do more instant bookings. For example the cost of her driving 40 miles to work just was not feasible and very expensive. She can make a better paycheck I the long run just doing the rentals in half of the amount of time with out leaving the house.

Like I said in the beginning our ship would of been sunk in April of this year if we did not have the 2 vacation rentals.

Our location is rural with no accommodations(hotels,etc) with in 15-20 miles in either location.

This brings business to the community local country store across the street, with gas, your normal staples of bread, milk, eggs etc. The naturally with the local Vermont products of maple syrup and the local farmers markets.

Thank you for being there.

Sincerely,

Terry Chamberlain  
Mt Tabor, Vermont



September 2017

To Whom It May Concern:

I teach overseas for a U.S. Embassy school. However, I also live in Vermont when I am not teaching. I love my home in the states and I love my home in Vermont. But we (my wife and I) are educators, and to maintain a house we had to figure out a way to pay the taxes and additional fees one incurs with such an investment. Airbnb is one way to pay off some of this investment. It certainly does not pay for all the taxes or home improvements that we continue to meet, but it does help to off-set them. Also, from my perspective, we help to bring people into the state and give them a nice place to stay. Not everyone wants to stay in a hotel or a B and B and this is one more option for them. I am sure that all the businesses in our area benefit from this as more people will frequent their establishments. We are very competitively priced and our profit margin is small. I am sure that in the end run this is truly the crux of the problem in that motels/hotels and B and B's are unhappy with this alternative option for potential clients. I think it behooves them to examine their offerings and perhaps make improvements. By doing this, even more people will visit Vermont and we can all benefit from that. Jamie

Sincerely,

James Margolis  
West Brattleboro, Vermont





September 2017

To Whom It May Concern:

As a senior living on fixed income there are not many options to counter the ever rising expenses of mandatory bills such as property taxes, insurance, utilities and the like. Utilizing existing property assets through Airbnb provides homeowner income to support our lifestyle.

Additionally our rural location has NO conventional lodging for a 20 mile radius. We offer travelers a lodging service to visit this Northeast Kingdom section of Vermont and experience the many opportunities the region offers while not being a commuter. Therefore, in our circumstance, there is little competition to the mainstream hotel industry. Also Airbnb collects rooms and meals tax so Vermont so Vermont profits. Our guests patronize local restaurants and businesses so our town of Hardwick profits. As hosts we pass along our lodging income directly to the tax man.

As a fixed income senior the options for supplemental income are extremely limited. Airbnb provides both hosts and guests with a valued lodging service that provides income for ourselves as hosts and our small rural town as guests support local business that, in our circumstance, is NOT available for 20+ miles.

For us hosts kudos to Airbnb for making this service so turnkey for both guests and hosts.

Sincerely,

Jack Hoehing  
Hardwick, Vermont



September 2017

To Whom It May Concern:

Income from Airbnb allows me to maintain and stay in my home and on my property. I am a single woman with full time employment and own about 120 acres with several buildings. My place is an old Vermont farmstead which I would be sorely tasked to maintain and to live in if it were not for Airbnb income. Without this income I would likely be forced to sell and move or divide the land and sell off pieces, neither of which I would want to do.

I have in the past tried renting to full time tenants (as a means of income and survival) and this was not always a positive experience. In fact, renting to tenants was fraught with issues and challenges, a couple experiences of which were downright unpleasant. I would rather sell and move than try this again.

I have had nothing but excellent experiences with guests through Airbnb. Their referral and screening measures are excellent and their website design is user friendly. Many people have been able to enjoy my farm and share in the beauty which is Vermont. What I appreciate most about short term rentals (besides the income which allows me to live in this beautiful spot...and keeping the 120 acres intact) is the personable interactions with people and the pleasure I receive from providing people some beauty, peace and tranquility in their busy lives.

Many people have enjoyed my farm, the land and the animals as a result of the services provided by Airbnb.

I sincerely hope this workgroup will take all these comments into serious consideration and to continue with promoting home sharing in Vermont.

Sincerely,

Gloria van den Berg  
Rochester, Vermont



September 2017

To Whom It May Concern:

I built a yurt! It helps me pay for my land, offer an affordable getaway to people looking to mountain bike or be outside and allows me to have another stream of income which is essential to my future plans. I am very thoughtful about how I interact with my community and I need the income to continue to have this land in a place that I love. I think it is good for the growing community in West Burke as the mountain biking scene is growing. My yurt is clean, private and helps to house mountain bikers who have come to ride Kingdom Trails. I do not think I am taking away from the hospitality scene.

Sincerely,

Kelsey Stavseth  
West Burke, Vermont



September 2017

To Whom It May Concern:

We own a large family home where we raised our children. They are all grown but we love our home as we have spent years building it. Airbnb gives us the choice to stay in our home, share the beauty of it with others, but still have it available for our family. The people that rent our home would not be staying in inns and hotels- they are having large private gatherings with bonfires and music, something that would not be available to people at other venues. I do not feel we infringe upon the hospitality industry in anyway- this is not a hotel or an inn. Folks need to clean up after themselves, take care of our cat and our plants, and otherwise treat it as their own home.

Sincerely,

Carrie Fenn  
Charlotte, Vermont



September 2017

To Whom It May Concern:

I have a small house in the country in Southern VT. I joined Air Bnb this year in May 2017. I think home sharing is important and usually have agencies help book my house for a month at a time. I would be happy to share my house during some of the upcoming winter months. Thanks!1

Jim Farrell

Sincerely,

Jim Farrell  
Shaftsbury, Vermont



September 2017

To Whom It May Concern:

I started renting our home on Airbnb in Jan. 2016. I am 65 years old, my older children have moved out. My youngest is 20, a special needs adult. My husband works part-time and is hoping to retire soon. We have been living in Vermont for nearly 14 years.

Airbnb has helped us to remain in our home and we use our earnings to pay taxes, make repairs, and maintain the property.

I rent, primarily, to large groups of young people and to big families who would find it difficult to gather comfortably and affordably in a hotel setting. My guests take advantage of all Vermont has to offer. Most are skiers, they shop locally and eat in local restaurants.

Home sharing allows my husband, son and self to keep this house and live here year round. It brings business to the community. Please consider that people who home share are looking for a certain kind of experience that only a private home offers. Thank you,

Sincerely,

Michele Gallagher  
Bondville, Vermont



September 2017

To Whom It May Concern:

We started renting our Cabin with Air BNB in September of 2016. To say it has changed our lives for the better would be an understatement. Not only has it help supplement the income of two hard working adults but it has enriched our lives with the variety of people that stay with us!

Sincerely,

Cynsie Broda  
South Londonderry, Vermont