

Good evening,

Thank you for this opportunity to talk about the benefits of short-term rentals to Washington D.C. My wife and I started our short term rental business in 2017. We had a clear vision based on our love of traveling. Our travels were made many times more enjoyable when we had lodging options other than a hotel. In fact, we purposely sought out alternatives to a hotel because we wanted to experience the places we visited just as a local would. This is what our guests have told us repeatedly is one of the main reasons they choose to stay at ours and other short-term rentals. It is with this in mind that we operate our short-term rental business. Our vision was to create a home away from home anywhere in the U.S. To that end, we work hard to create a clean, safe and secure experience for our guests.

We knew we wanted to service business travelers and families touring D.C. To our pleasant surprise 63% of our guests are women. Many of these guests travel for business or are coming to the city with their families and/or friends for long-awaited annual vacations. Some of our guests have stayed with us while recovering from life-or-death medical procedures. They cannot find the care and attention we provide by staying in a hotel. What our guests who are families have expressed to us often in over 200 **5-Star reviews** was the need for the entire family to stay in one space that fit their travel budget. Hotel rooms in the D.C. metro area average 325 square feet. Our apartments are between 700 to 800 square feet. A family of four with small children or teenage children would have to pay for two hotel rooms and risk not being on the same floor. We alleviate that worry by ensuring the entire family can stay in the same space, under one roof, and within budget. Were it not for short-term rentals and faced with the higher cost of a hotel, many of these families would choose not to visit D.C. Less visitors means less revenue for D.C.

We have always strived and put systems in place to ensure we are a great neighbor. We provide common sense, but necessary house rules. These rules have ensured that our neighbors are not subjected to any kind of disruptive behavior. Our guests are so quiet and respectful that our neighbors never know they are there until they see someone leaving with their luggage to catch an Uber. Our guests have been clear to us. They love our meticulous attention to detail, our prompt and relevant communication and truly staying in a home away from home. The current legislation will force us and many other professional companies to move their business outside of the District. Please help us to keep that revenue here and not go elsewhere.

My wife and I are not opposed to legislation that promotes doing short-term rentals responsibly, professionally, and preserving the character of DC's residential neighborhoods. We are opposed to the blanket legislation and zoning that has been enacted making operating a short-term rental unnecessarily restrictive. Short-term rental operators like us want to see D.C. thrive. We want to bring the city more revenue and we want to do it in a way that is mutually beneficial. Banishing short-term rentals only hurts D.C. and punishes operators who truly care about hosting, and who rely on their short-term rentals to supplement household income. As we all know, D.C. is an expensive place to live.

Thank you

Mr. and Mrs. McDonald