

March 27, 2024

**Attention: [REDACTED], By-Law Enforcement Officer, City of Stratford and Council Members**

We write this email to you on behalf of [REDACTED], ourselves (the manager and bookkeeper) of [REDACTED] in Stratford, along with her employees.

[REDACTED] is an American citizen who fell in love with this city while passing through many years ago. She knew she wanted to come here often, invest in the city and attend many performances at the Festival. She has owned and operated bed and breakfast homes and short-term rental units in Stratford for over 30 years.

Currently, she owns [REDACTED]. Two homes, operating as short-term and long-term rental units available for tourists, actors, locals and anyone interested to live here as a home away from home in Stratford.

As I am sure that we are not the only short-term rental (STR) accommodator or bed and breakfast (BnB) owner to say we have not made a profit for many years. The costs of maintenance, insurance, taxes, utilities, groceries etc. keep skyrocketing. Now we have the extra costs incurred by your implementation of the Municipal Accommodation Tax and annual licensing fees.

Why do STR and BnB owners keep operating you must wonder?

We do it for the love of people, conversations, and enjoyment of hosting others. Making connections with people from around the world. We love Stratford and wish for it to thrive! The accommodation industry in Stratford plays a huge and critical part in the success of the main tourist attraction, the Stratford Festival. Without it, the City and the Festival will not survive or thrive.

The City of Stratford must keep the cost of licensing fees to a minimal if you wish to have accommodators operate in this city.

We do understand your desire to protect citizens and follow other cities and municipalities with regulating accommodators. However, we only hope the City will exercise due diligence in enforcing the by-laws which have been enacted. Target those which have not been compliant in becoming licensed. Collect back fees. Give one and only one notice to comply or **ban** non-compliant operators from ever operating. Post on the City's website those in compliance and reward citizens who report non-compliant operators.

The accommodators collecting the MAT4% and paying licensing fees should reap the most benefits from the new By-Laws you have enacted. Allocate these funds to promote the accommodators in our City.

We all need to work together.. Thank you for your time and consideration.

Sincerely,

[REDACTED] (Manager) and [REDACTED] (Bookkeeper) on behalf of :

[REDACTED]