



UNION DES MÉTIERS ET DES INDUSTRIES DE L'HÔTELLERIE

October 14th, 2016

The Honorable Andrew M. Cuomo, Governor of New York State
NYS State Capitol Building, Albany, NY 12224

Dear Governor Cuomo,

Greetings from Paris. Allow me to write in my capacity as president of UMIH, France's largest hotels and restaurants association regarding Assemblywoman Linda B. Rosenthal and Senator Andrew J. Lanza's legislation (A8704-C/ S6340-A) that awaits your signature.



We in France have witnessed first-hand the unprecedentedly false narrative offered by Airbnb to advance their mostly illegal activities. Their actions have directly contributed to a massive loss of jobs in the organized hotel sector as well as depletion of housing stock since the rental yield offered by their platform in parts of Paris is up to 3 times the normal monthly rent.



Their alleged collaborative platform is overwhelmingly used for commercial purposes as they perform similar activities to those of the hotel but without any of the tax, social and regulatory constraints to which professionals are required. In Paris alone, over 35,000 places are available on the Airbnb website with 20% of ads being offered by multi-owners. 35% of the places are available over 120 days and represent 74% of sales of the platform. Paris is the number one source of revenue for Airbnb (New York City is a close second).



With regard to the foregoing, we are pleased to report that our efforts over the past year have had a positive outcome recently in France with the passage of the Digital Bill known as the "Loi Lemaire". This was dated on 7 October 2016 with several amendments initiated by UMIH/GNC regulating short-renting activity.



In brief, the bill allows cities to require registration of short-term rental units along with a registration number visible on the platform. Furthermore, all short-term renters through a home sharing website must declare their quality on the website, the offerings will clearly display whether it is a "private" or "professional" listing. The onus on enforcement with regard to length of stay for principal residence per the housing law and to close the booking channel once the maximum length of stay (120 days) is reached is on the platform.



We realize the Lanza/Rosenthal bill has far more modest aims given the, as yet, untested reach of Section 230 CDA, the federal law that governs internet platforms. Nevertheless, we strongly urge the signing of this bill as it seeks to correct the dramatic imbalances in housing stock as well as negative effects stemming from loss of revenue at multiple levels of the economy.



In closing, we would like to stress that, like our counterparts in New York, French and Parisian hoteliers embrace and embody the leading edge of technology using digital means to reach millions of customers and employees while providing innovative solutions that better countless lives. Also, contrary to the patently false thesis advanced by Airbnb, we are not anti-competition either as demonstrated by the unceasing growth of hotels in our respective countries with many of these hostelrys breaking new ground both technologically and qualitatively.

Thank you for your time and consideration.

Yours truly,

Roland Heguy, Confederal President of UMIH

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