

The Florida Senate  
**COMMITTEE MEETING EXPANDED AGENDA**

**COMMUNITY AFFAIRS**  
**Senator Lee, Chair**  
**Senator Clemens, Vice Chair**

**MEETING DATE:** Tuesday, October 10, 2017  
**TIME:** 10:00 a.m.—12:30 p.m.  
**PLACE:** 301 Senate Office Building

**MEMBERS:** Senator Lee, Chair; Senator Clemens, Vice Chair; Senators Bean, Brandes, Campbell, Perry, Rodriguez, and Simmons

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TAB	BILL NO. and INTRODUCER	BILL DESCRIPTION and SENATE COMMITTEE ACTIONS	COMMITTEE ACTION
1	Workshop on State and Local Regulation of Vacation Rentals		Presented

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Other Related Meeting Documents

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**Rick Akin**

Director, Division of Hotels and Restaurants

# **Vacation Rentals**

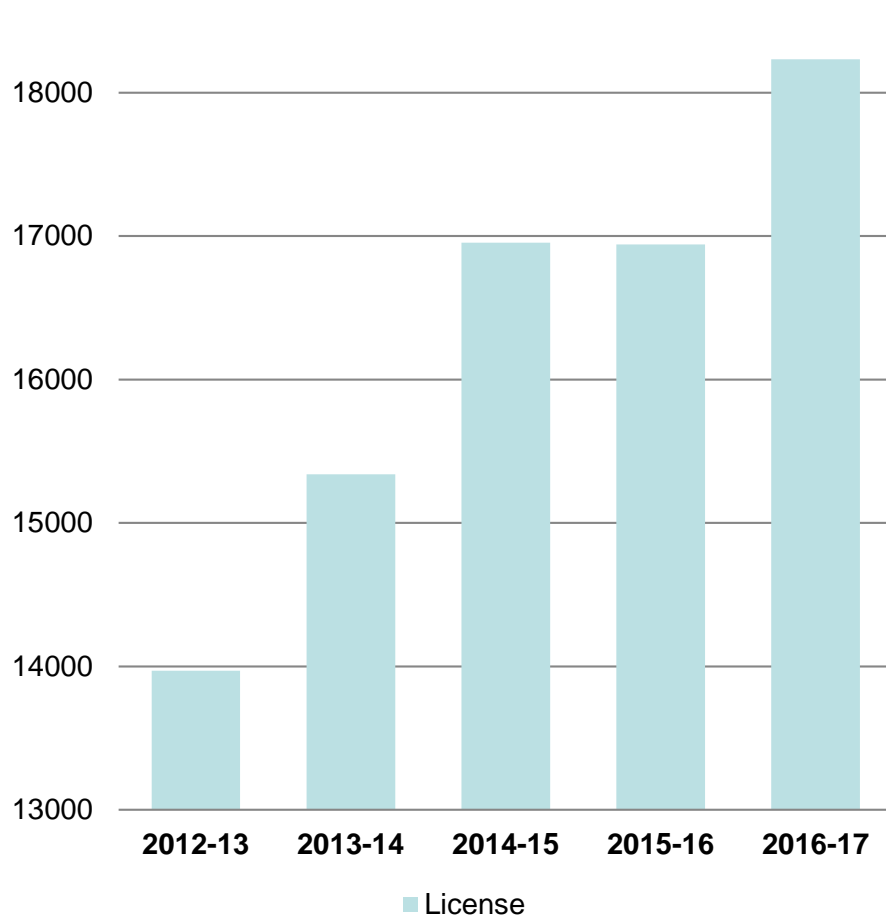
Senate Community Affairs Committee  
October 10, 2017

# What is a Vacation Rental

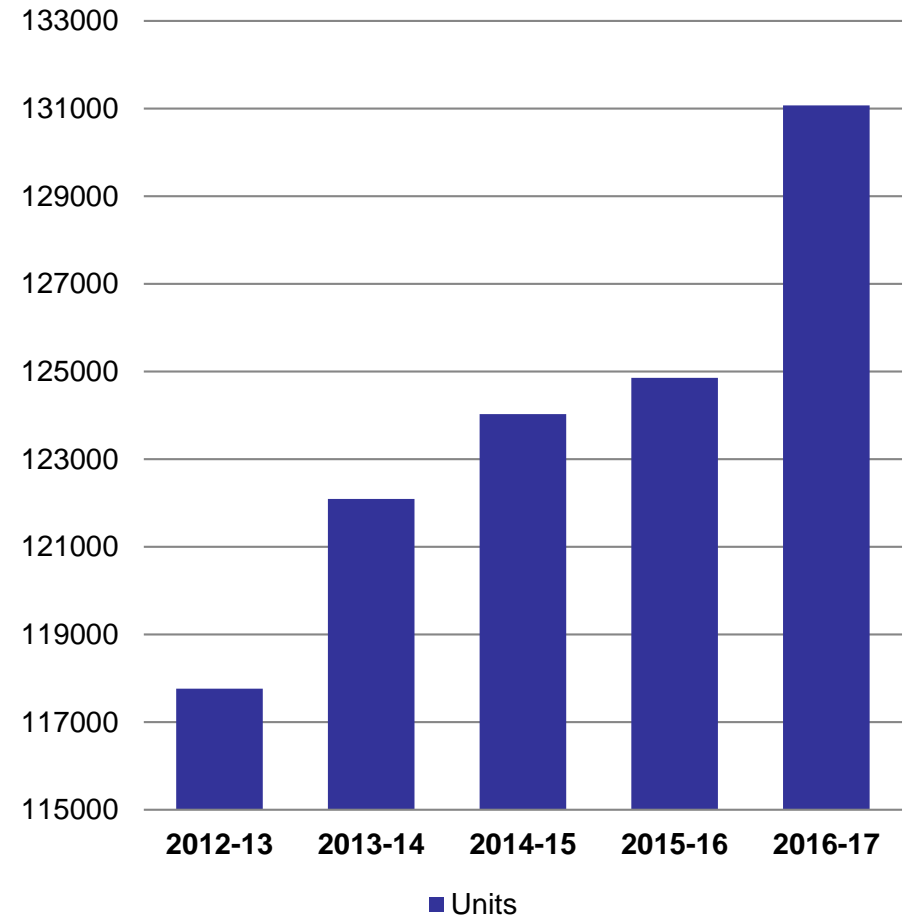
- Defined in section 509.013, F.S. & 509.242, F.S.
- Any condominium or single family home which:
  - Is advertised or held out to the public
  - Regularly rented to guests
  - As a transient rental (less than 30 days)

# Licenses

## Vacation Rental Licenses



## Vacation Rental Units



# Division Duties & Fees

- Vacation Rentals are not subject to routine inspections per section 509.032 (2)(a), F.S.
- Units are inspected upon receipt of a consumer complaint
- Vacation Rental license fees range \$170 - \$910
  - Dependent upon number of units included in license

# Vacation Rental Inspections

- Units and appliances must:
  - Be in good working order and free from objectionable odors
  - Have proper locking devices on doors to exterior
  - Have potable water under pressure and all plumbing lines and fixtures maintained in good repair
  - Be free from vermin and pests

# Preemption Authority

- Regulation of Vacation Rentals under section 509.032(7), F.S. is preempted to the State
- Local governments maintain authority to inspect for compliance with the Florida Building Code and Florida Fire Prevention Code, pursuant to sections 553.80, F.S. and 633.206, F.S.
- Local governments may not prohibit duration or frequency of vacation rental unless ordinance adopted before June 1, 2011





[www.myfloridalicense.com](http://www.myfloridalicense.com)

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## **Contact Information**

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850-487-4827



**airbnb**



**TOM MARTINELLI / OCTOBER 10 / SENATE COMMITTEE ON COMMUNITY AFFAIRS**



**Born Out of Economic  
Need**

# How Home Sharing Works



# Trust & Safety

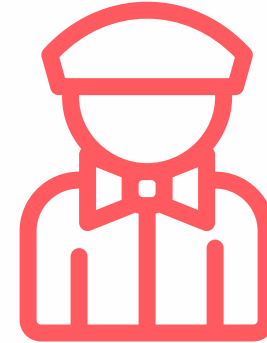
We're a community built on Trust



**Host & Guest  
vetting**



**\$1M Insurance  
Policy**



**24/7 Customer  
Experience Support**



# Airbnb in Florida

## The First Tourist Season

South Florida's first tourist season began in Coconut Grove in 1887. The first visitors pose for this historic photograph at the house of Kirk Monroe.



### The First Tourist Season

South Florida's first tourist season began in Coconut Grove in 1887.  
The first visitors pose for this historic photograph  
at the home of Kirk Munroe.





Cape Coral



Ocala



Lake O



Tampa



Pensacola



Tallahassee



39,500+

Total Number  
of Florida  
Hosts



15,000+

Senior Hosts



55%

Female Hosts



Ana



**\$6,600**

Annual  
Earnings  
for a Typical  
Host




**Pensacola, FL**

**82%**

share only the  
home in which  
they live.





**76%**

of Airbnb properties  
are outside the main  
hotel districts

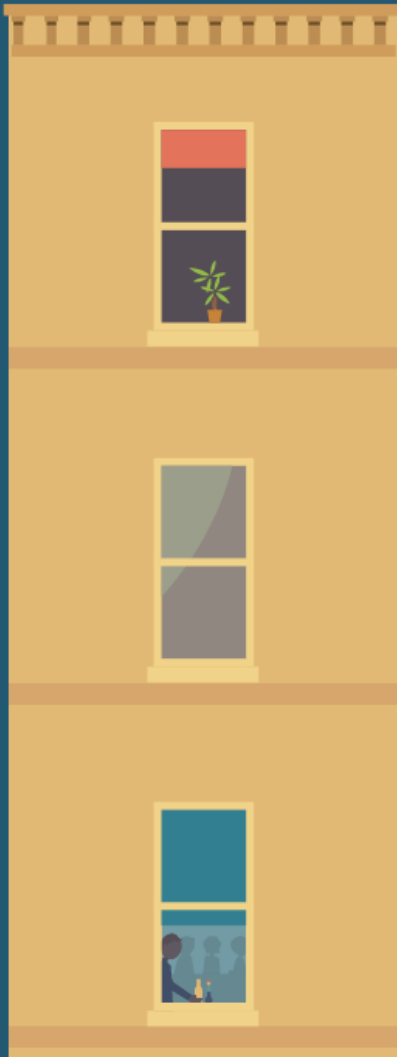
Airbnb guests stay longer...

Airbnb guests

**5**  
nights

Typical tourists

**2.8**  
nights



**76%**

of travelers want to explore a specific neighborhood

**89%**

want to "live like a local"





...and spend more

Airbnb guests

**\$978**

spending per trip

Typical tourists

**\$669**

spending per trip

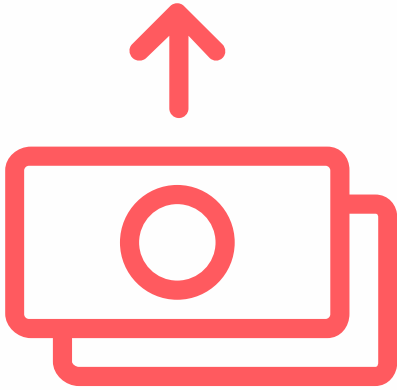
**50%**

of Airbnb guest spending  
is in the neighborhoods  
where they stayed



# Airbnb Proactively Engages Governments

The three core principles of the Airbnb Community Compact



**Pay Our Share  
of Taxes**



**Share Data**



**Help Evolve  
Policy**



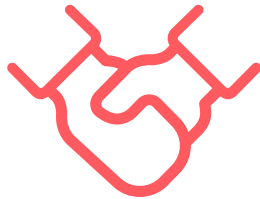
**2.6 million**

people visited the sunshine state with Airbnb in the past year



**39,500**

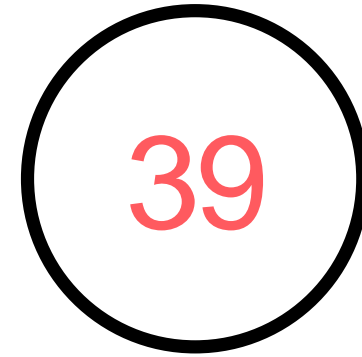
active Airbnb hosts in Florida



Airbnb is thrilled to be a part of Florida's record breaking year of over

**60+ million**

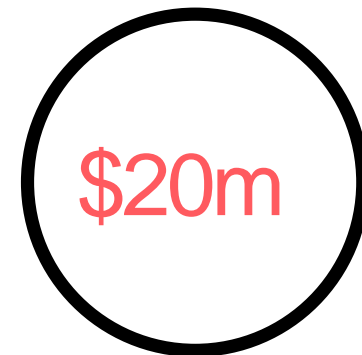
visitors in the first half of 2017



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**# of FL Counties**

Airbnb collects & remits TDT



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**FL Tax Revenue**

Collected & remitted as of July 1, 2017

# Paying our Fair Share in Florida

BUSINESS



## Airbnb reaches tax deal with Miami-Dade County Mayor Carlos Gimenez

BY CHABELI HERRERA  
cherrera@miamiherald.com  
MARCH 19, 2017 4:28 PM

In an effort to bring Airbnb under some of the same regulations its competitors in the hotel industry face, Miami-Dade Mayor Carlos Gimenez has reached an agreement with the popular home-sharing platform to collect county resort taxes.

Under the agreement, Airbnb will collect the 6 percent Miami-Dade resort tax from its hosts and remit that money to the county every month. If trends continue, that would amount to at least \$8 million a year for the county, said Benjamin Breit, an Airbnb spokesman.

The screenshot shows a news article from the Orlando Sentinel. The headline is "Airbnb collecting taxes for Orange, other counties". The author is Caitlin Dineen, a Contact Reporter. The article is dated April 15, 2016, at 3:53 PM. The text states that Orange County is among several Florida counties to cut a deal with Airbnb to start collecting taxes on rental accommodations listed in the region. It also mentions that Airbnb, a community-driven hospitality company, started collecting hotel and tourist taxes this month in Orange, Lee, and Brevard counties. A quote from Michael O'Neil, Airbnb's Regional Head of Public Policy, is included: "Our community — the vast majority of whom are regular people sharing the home in which they live — wants to pay their fair share and we want to help them do so." The article concludes that the announcement of the tax collections was made Friday and that tax collection will begin in [redacted].

## Counties Airbnb Collects TDT:

- 24 Counties represented by DOR
- Pinellas
- Orange
- Lee
- Brevard
- Santa Rosa
- Indian River
- Putnam
- Hernando
- Taylor
- Hillsborough
- Polk
- Sarasota
- Miami-Dade
- Broward
- Leon

Airbnb collects & remits FL state sales & discretionary tax for all 67 counties

FLORIDA'S NEWSPAPER FOR THE C-SUITE

# Business Observer

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WATERSIDE PLACE

REAL ESTATE [Share](#) [PRINT](#) [COMMENT](#)

## Be our guest

BY: MARK GORDON | MANAGING EDITOR

July 28, 2017



Sarasota residents Valerie Wadsworth-DeLieto and Lee DeLieto Jr. have two units for nightly occupancy available on Airbnb. One is next to their house, and one is a new unit built behind their home.

Sarasota couple Valerie Wadsworth-DeLieto and Lee DeLieto Jr. have the traditional side of real estate covered:

Orlando Sentinel

NEW 2016 CORVETTE \$550

## Airbnb deal will help Orange reel in more taxes

By Stephen Hudak, Contact Reporter

County deal with Airbnb could boost tourist-tax collections

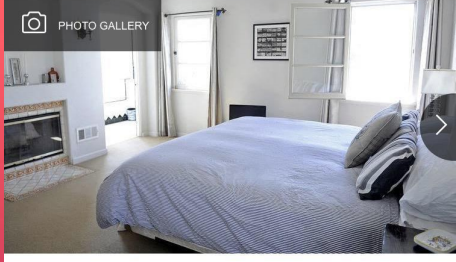
MAY 20, 2016, 4:48 PM

Comptroller Martha Haynie's recent deal with the home-sharing service Airbnb

Orlando Sentinel

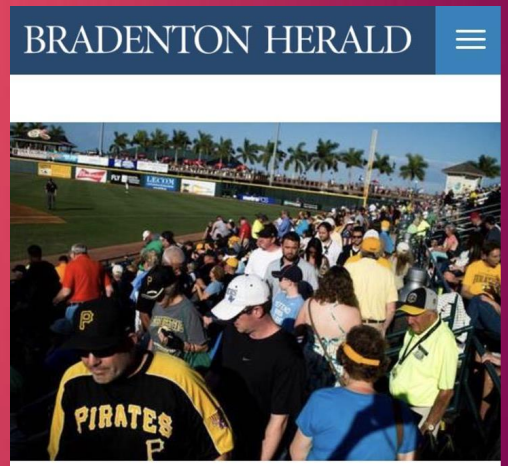
Business / Tourism

## Airbnb use in Central Florida grows in first quarter of 2017



PENSACOLA NewsJournal

Entrepreneurs revitalize downtown Pensacola building into an Airbnb rental



BRADENTON HERALD

BUSINESS

## Airbnb hosted 8,000 guests in Bradenton-Sarasota during spring training



# What Florida Hosts are telling us...

90%

**Recommend local  
businesses to  
Airbnb guests**

9%

**Avoided eviction  
or foreclosure**

77%

**Have a Bachelor's  
degree +**

**Thank You**





# Short-Term Rentals

Florida Senate Community Affairs Committee

October 10, 2017



Temporary housing for Hurricane Irma. Free or discounted rental homes for anyone displaced by the storm.

HomeAway® Scratchpad 10+ Login Help Make Money Renting Your Home

Get HomeAway from it all

Florida, USA | 10/13/2017 | 10/20/2017 | 30 guests | Search

Your whole vacation starts here  
Choose a rental from the world's best selection

VRBO®  
Part of the HomeAway Family

Login Help List your Property

Search by property number, destination, or keyword | Check-in | Check-out | Search

**ADVERTISING  
PLATFORM  
FOR OWNERS  
AND  
TRAVELERS**

**SHORT-TERM  
"WHOLE HOME"  
RENTALS**



## The world's largest selection of vacation rentals

Over 1 million properties in 190 countries across HomeAway's family of sites.

### A passion for vacation homes: a better way to stay

VRBO is part of the HomeAway family, the world's most comprehensive, trusted source for vacation rentals. We help families and friends find the perfect accommodations to enjoy their dream vacations together. The beautiful homes on our sites



**30**

YEARS IN  
OPERATION

**2,000+**

EMPLOYEES IN 20+ OFFICES  
WORLDWIDE

**190**

COUNTRIES WITH LISTINGS

**70%**

OWNERS WHO USE RENTAL INCOME TO  
MAKE HOUSEHOLD IMPROVEMENTS

**6.2**

AVERAGE DAYS SPENT IN STR

**54%**

HOMEOWNERS WHO GENERATE  
ENOUGH RENTAL INCOME TO COVER  
75% OF THEIR MORTGAGE

**1,850**

AVERAGE SIZE OF STR  
(SQ FT)

**4.7**

AVERAGE SIZE OF  
STR TRAVEL GROUP



**50**

AVERAGE TRAVELER: 50-YEAR-OLD WOMAN  
TRAVELING WITH A FAMILY OF FOUR

# While Vacation Rentals Have Been Around For Generations, New Technologies Have Boosted Safety And Availability

## Vacation Rentals In The Past...

Concentrated in classifieds sections

Limited availability of short-term rentals, forcing families to pay for multiple hotel or motel rooms

Safety and conditions of rentals unknown

Tourist hotspots restricted to city centers

## ...Vacation Rentals Today

**Easy-to-use platforms with built-in maps of cities and traveler reviews**

**Growth of Internet led to influx of short-term rentals, expanding options for travelers**

**Licensing, reviews and occupancy requirements give travelers and neighbors peace of mind**

**Diverse array of neighborhoods reaping economic benefits of tourism**

# What is “Good” Local Regulation?

## 1 Work with new traveler trends and desires, not against them

- A majority of Floridians support allowing all forms of short-term rentals, including whole homes

## 2 Respect property rights of all owners equally

- Policymakers should not bifurcate primary and secondary properties or short-term and long-term rentals
- Officials should enforce nuisance laws equally across properties

## 3 Encourage compliance with simple rules

- Pass-through registration and clear tax requirements make it easier for homeowners to comply

# The U.S Conference Of Mayors' STR Principles Provide Flexibility For Cities While Protecting Property Owners

## According to the U.S. Conference of Mayors:

- Onerous regulations of short-term rentals can drive the industry underground, undermining local regulations and local hotel taxes
- Fair regulation of short-term rentals ensures greater compliance and greater receipt of local hotel taxes

## "Regulations that:

- **Establish a reliable way for a municipality to identify and contact the short-term rental owner**
- **Make the tax collection and remittance obligation clear**
- **Treat the short-term rental owner the same as long-term rental owners**

**...Can achieve the highest level of compliance."**

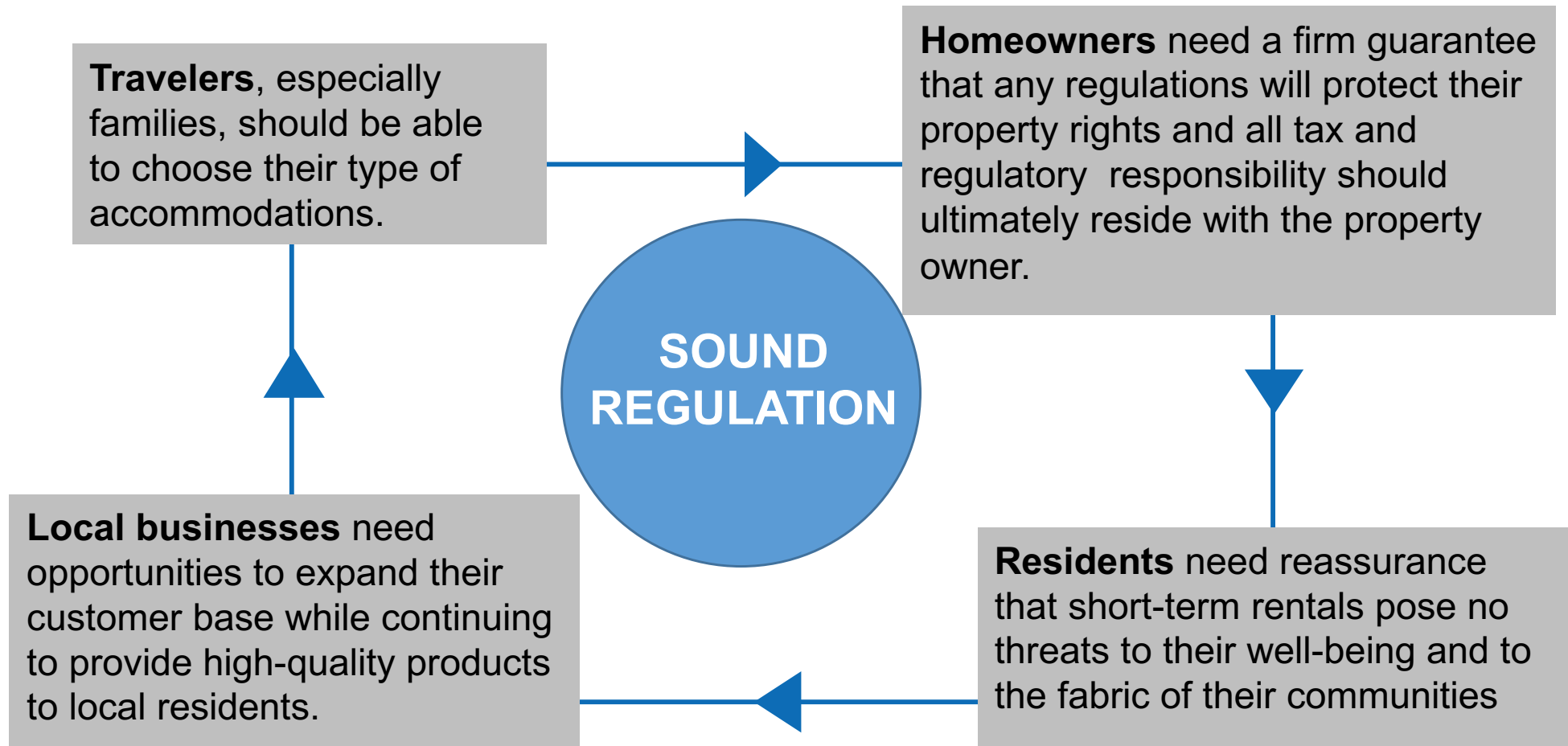
## Public Perception - Property Rights Related to Short-Term Rentals in Florida

More than 60% believe state and local governments **should not have the authority to ban** homeowners from renting out their private property for less than 30 days.

Over 85% believe vacation rentals - such as beach houses, waterfront homes and hunting & fishing cabins - are **an important component** of Florida's tourism industry.

93% believe travelers to Florida **should be permitted** to rent accommodations other than hotels - such as vacation rentals and bed and breakfasts.

# Short-Term Rental Policies Should Respect The Needs Of All Stakeholders



# American Hotel & Lodging Association

ADVOCATE • COMMUNICATE • EDUCATE

# AHILA



Florida Senate Community Affairs Workshop – October 10, 2017



# Hotel industry responds to Irma



LOG IN 

SEARCH 

## HELP HURRICANE VICTIMS


### Hotels On the Front Lines

In the aftermath of hurricanes Irma and Harvey which have lead to unprecedented flooding and damage, so many of our member companies are on the front lines helping their communities and opening their doors to local residents and visitors alike.

While emergency crews and rescue teams work hard to help those in need, we encourage our members and guests to extend support to those directly impacted by the storm by donating today to the [Florida Disaster Fund](#), the [Hurricane Harvey Relief Fund](#) or the [Red Cross](#). If you are a hotel in either of these regions, both the [FRLA](#) and [THLA](#) offer a number of helpful resources for hotels.



# Hotel industry responds to Irma




**FLORIDA  
RESTAURANT &  
LODGING  
ASSOCIATION**

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## HURRICANE RESOURCE CENTER

### FOR VISITORS & RESIDENTS

**Stay informed:** Visit [www.floridadisaster.org](http://www.floridadisaster.org) to find information on shelters, road closures, and evacuation routes. For live updates on Hurricane Irma, follow the State Emergency Response Team [@FLSERT](#) on [Twitter](#) and [Facebook](#). VISIT FLORIDA is also providing weather updates and official source links for visitors to keep up with the latest changes [here](#).

**Obtaining financial assistance for lodging:** Hurricane Irma evacuees in need of financial assistance for lodging can contact the Federal Emergency Management Agency (FEMA) [online](#) or by phone at 800-621-3362.\*

**Finding a hotel that accepts FEMA assistance:** If you already have FEMA lodging assistance and you are looking for available lodging under FEMA's [Transitional Shelter Assistance Program](#), a list of participating hotels is available on the [www.disasterassistance.gov](http://www.disasterassistance.gov) website. Call the hotel to determine current availability, and be sure to inform the hotel when you call that you are participating in FEMA's emergency lodging program.

**Finding a hotel generally:** Visitors and residents can make general lodging relocation plans [here](#). Reserve by brand [here](#). First responders traveling to the impacted areas can also use this information to find available lodging. Search for pet-friendly lodging [BringFido.com](http://BringFido.com) or [PetFriendlyTravel.com](http://PetFriendlyTravel.com).

**Shelter Information:** If lodging accommodations are simply not an available option for you, you can find a list of open evacuation shelters updated in real time [here](#). Some local shelters require advanced notice for pets. Review the list of [American Kennel Club's pet-friendly shelters](#) in the area.


**Other helpful resources:**

- Download Florida Storms App ([Google Play](#) / [iTunes](#))
- Travel and roadways updates [FL511.com](http://FL511.com) or call 511
- Use [GasBuddy](#) to find fuel.
- Find a map of statewide power outages [here](#). FPL customers can use the [FPL Power Tracker map](#), and report or track outage information at [www.FPL.com/outage](http://www.FPL.com/outage) or call 1-800-4-OUTAGE (1-800-468-8243).
- Access Comcast's free [Xfinity WiFi](#) and free [Spectrum WiFi Hotspots](#).
- Find tech tips from [Verizon](#) and [AT&T](#).
- Find boil water notices [here](#).

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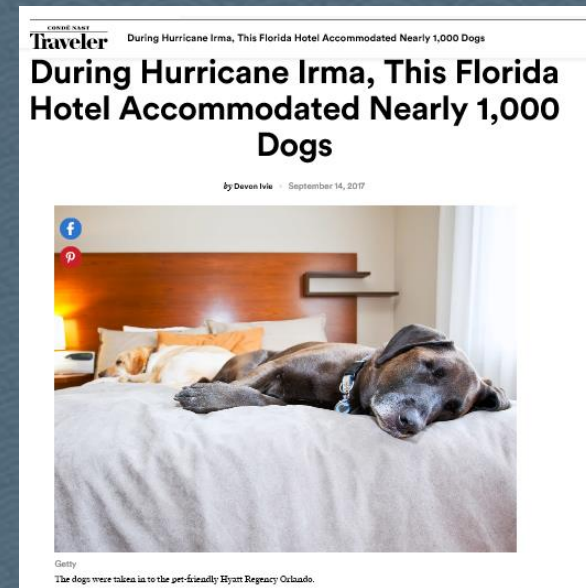
## HURRICANE RESOURCES: BE PREPARED BEFORE, DURING + AFTER

As a member of the Florida Restaurant & Lodging Association (FRLA) family, we strongly encourage you and your business to stay informed and get a plan during the state's Hurricane season (June 1 – November 30). The FRLA and VISIT FLORIDA actively participate and assist the [State Emergency Response Team](#) during emergency events as a member of ESF 18. The purpose of Emergency Support Function (ESF) 18 is to coordinate local, state and federal agency actions that will provide immediate and short-term assistance for the needs of business, industry and economic stabilization. For weather alert updates, visitors and residents may stay informed via the weather advisory located on the [VISIT FLORIDA homepage](#).



# Hotel industry responds to Irma

- ▶ Properties throughout Florida and neighboring states provided reduced rates for Irma evacuees.
- ▶ Hyatt Regency Orlando not only was at full capacity with over 4,500 guests but accommodated 900 dogs.
- ▶ Orlando's Rosen Hotels & Resorts established "distress rates" in its seven resorts for all Florida residents who were Irma evacuees.
- ▶ Disney's Swan and Dolphin harbored assisted living and other evacuees—including Kristen Bell who was featured on Jimmy Kimmel.



# Our Impact



**54,200**  
PROPERTIES  
NATIONWIDE



**8 MILLION**  
AMERICAN  
**JOBS**



**\$590**  
BILLION  
TO U.S. GDP



HOTELS GENERATE  
**\$483 BILLION**  
IN GUEST  
SPENDING



HOTELS GENERATE  
**\$167 BILLION**  
FED, STATE, LOCAL  
**TAXES**



# FLORIDA

## 2017 LODGING INDUSTRY BY THE NUMBERS



**3,240 properties**  
in the hotel industry



**633,919**  
hospitality jobs



**362,637**  
hotel jobs



**357,000**  
guest rooms



**\$84.1 billion**  
in business sales



**\$44.3 billion**  
contributed to GDP



**91.3 million**  
occupied room  
nights annually



**\$39.7 billion**  
in guest spending  
at hotels, local businesses,  
and on transportation.

### ADDITIONAL STATE FACTS:

- Hotel sales (revenue, plus certain taxes) increased to **\$21.2 billion**.
- The hotel industry supports **\$26.5 billion** of labor income, including **\$6.7 billion** at hotel operations.
- Hotels support **\$12.2 billion** of federal, state and local taxes. This is equivalent to **\$1,633** per household annually.

Source: Bureau of Economic Analysis, Census Bureau, Oxford Economics, Longwoods International, and STR. For more information, please visit [www.ahla.com/who-we-are](http://www.ahla.com/who-we-are). Figures based on 2015 data.

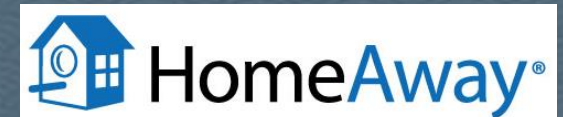
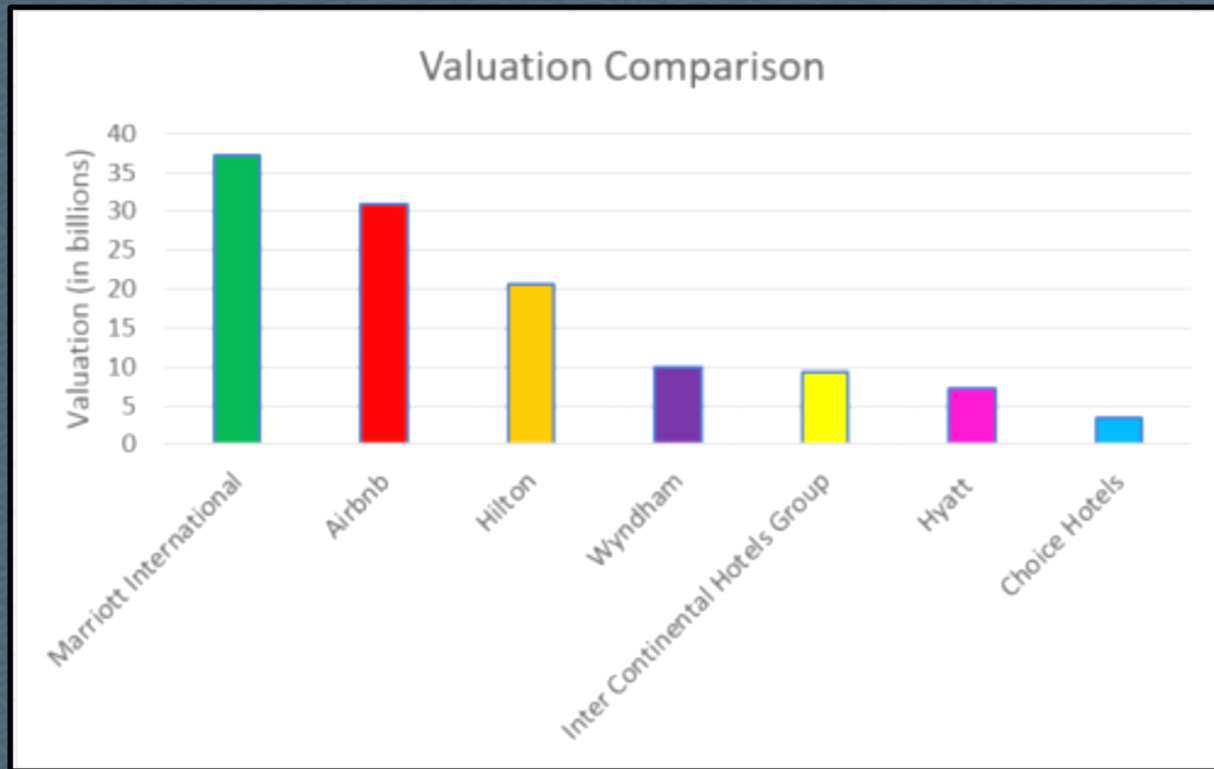
**362,000+ hotel jobs in Florida.**

**3,240 independents, franchised small businesses, B&Bs and branded properties.**

**Hotels support \$12.2 billion of state, federal & local taxes.**



# How Far the Short Term Rental Market has Come



# 'Illegal Hotels'

*Commercial operators listing multiple units in the same metropolitan area or listing units for extended periods of time without adhering to commonsense regulations or tax obligations*



# New Research Shines a Spotlight on STRs



- ▶ Largest and most comprehensive study of its kind to date
- ▶ Focused on 13 US markets of the largest metropolitan areas
- ▶ Two troubling findings:
  - > “Hosts” who rent multiple units
  - > “Hosts” who rent units full-time





# National Findings

- ▶ 11,350 unit hosts rented out over 43,000 units
  - > Equates to 17% of Airbnb's inventory
- ▶ Multi-unit hosts generated over \$700 million in revenue
  - > Equates to 30% of the revenue
- ▶ All markets saw an increase in multi-unit hosts
- ▶ ~11% of entire-home hosts have 2 or more units
  - > They manage 30% of properties
  - > Make up 37% of revenue

**\$1.8 Billion**

In the U.S., hosts renting out two or more entire-home units generated over \$1.8 billion in revenue in 2016. In the 13 markets highlighted, revenue reached \$700 million.

In the U.S., multi-unit entire-home hosts were the fastest growing Airbnb segment in terms of the number of hosts, units, and revenue generated in 2016.



Revenue growth for entire-home properties increased by an average of 76% in the 13 markets studied. Nashville (+283%) was the fastest growing market followed by Oahu (+187%) and New Orleans (+144%). San Francisco (+57%) and New York (+39%) were the slowest growing markets.

Hosts with 10 or more properties generated a quarter of all multi-unit host revenue, or roughly \$175 million in the 13 markets studied.

**\$175 Million**



Hosts renting out entire-home units earned 81% of the revenue on Airbnb in the U.S.



# Key Findings: Miami, Florida

**THE REAL DEAL**  
SOUTH FLORIDA REAL ESTATE NEWS | By Katherine Kallergis | March 10, 2017 01:30PM

## Miami tops US for revenue earned by multi-unit Airbnb hosts: report

## NEW STUDY SHATTERS AIRBNB HOMESHARING MYTH

**FLORIDA POLITICS**

HOME HEADLINES LOCAL LEG., INFLUENCE & POLICY OPINIONS

### Study contends Airbnb running 'illegal hotels'

SCOTT POWERS  
March 9, 2017, 5:20 pm

> Miami had the highest share of total revenue derived from multi-unit hosts than any other market (57.9%)

	ANNUAL AIRBNB PERFORMANCE				YEAR-OVER-YEAR CHANGE		
	HOST UNITS	HOSTS	UNITS	REVENUE	HOSTS	UNITS	REVENUE
Entire Home	1	6,142	6,773	\$59,482,748	73.5%	72.3%	86.0%
	2+	1,458	7,814	\$110,840,545	57.3%	69.2%	105.5%
	<b>Total</b>	<b>7,600</b>	<b>14,587</b>	<b>\$170,323,293</b>	<b>70.1%</b>	<b>70.6%</b>	<b>98.2%</b>
All Other		3,413	6,151	\$21,103,626	98.4%	100.6%	96.3%
Market Total		11,013	20,738	\$191,426,920	78.0%	78.5%	98.0%


Source: CBRE Hotels' Americas Research, Airdna, January 2017.

> **+105%** Revenue generated by multi-unit entire-home hosts increased by 105% to now total more than \$110 Million

> **89%** of Miami Airbnb revenue comes from entire-home rentals



> **27%** Hosts with 20 or more units earned more than 27% of the total revenue generated by multi-unit hosts



Miami, FL Multi-Unit Hosts as a Percent of All Entire Home Hosts



# CBRE Study Shatters Homesharing Myth



Airbnb making millions from 'illegal hotels,' hotel industry report claims



Airbnb's Growth Is Being Driven by Commercial Operators, Report Says



Many Airbnb hosts are pros, not mom and pops, hotels say



AH&LA, CBRE report finds multiunit hosts the main driver of Airbnb growth



**Tampa Bay Times** Bed-and-breakfast owners closing their doors blame Airbnb, local government

“Licensed bed and breakfasts charge more because their operating costs are much higher. Bed and breakfasts must comply with fire codes and health codes, among others, for their space. That means upgrading to an indoor alarm and sprinkler system and commercial kitchen items, as well as taking food safety courses for the breakfast aspect. They also pay for a license. That all costs money — money that people who rent out their homes or a room through Airbnb don't need to pay.”

*Tampa Bay Times, 4/21/17*



# Ensure a Level Playing Field

Equal application of city/state/federal laws

- ✓ Government shouldn't be **picking winners and losers**
- ✓ **Protecting neighborhoods:** hotels follow zoning and business regulations. Maintain the integrity and quality of life around residential communities.
- ✓ **Guest safeguards:** hotels implement latest safety and procedures to protect the traveling public.



# Ensure a Level Playing Field

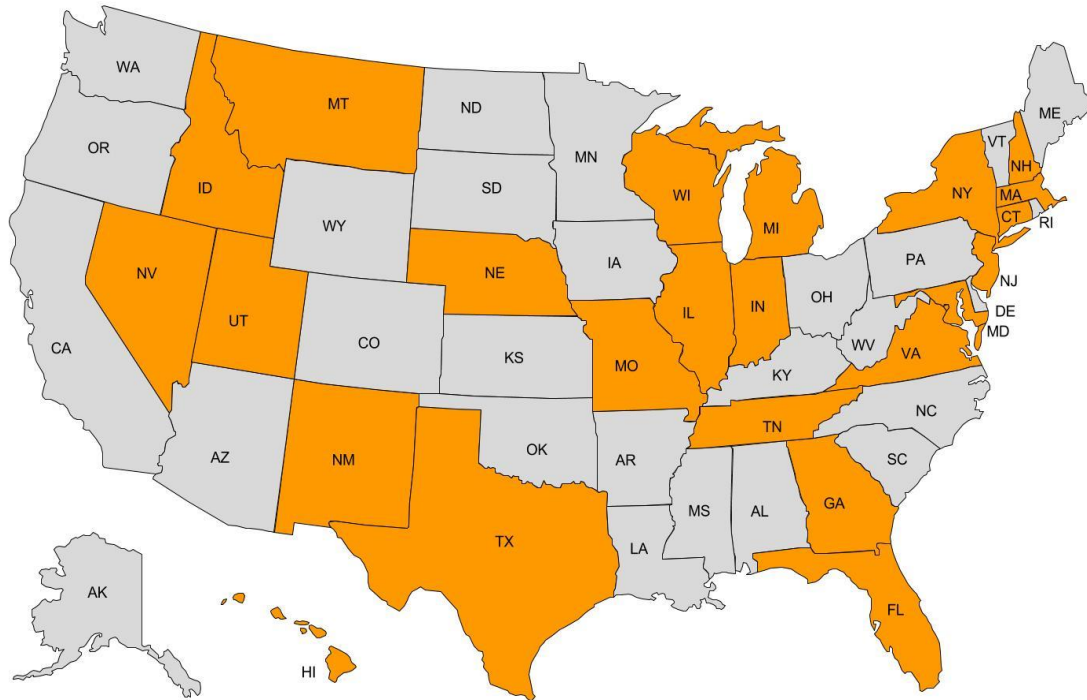
## 'Voluntary Collection Agreements'

- ✓ Violate standards of transparency and democratic governance.
- ✓ Improperly cede tax authority to a single private company.
- ✓ Fail to address other market players.

*"If they're going to write you a check, they can tell you where it's coming from ...  
Why can't they disclose that information to a government official?"  
– Doug Belden, Hillsborough County Tax Collector*



# 2017 Legislative Landscape



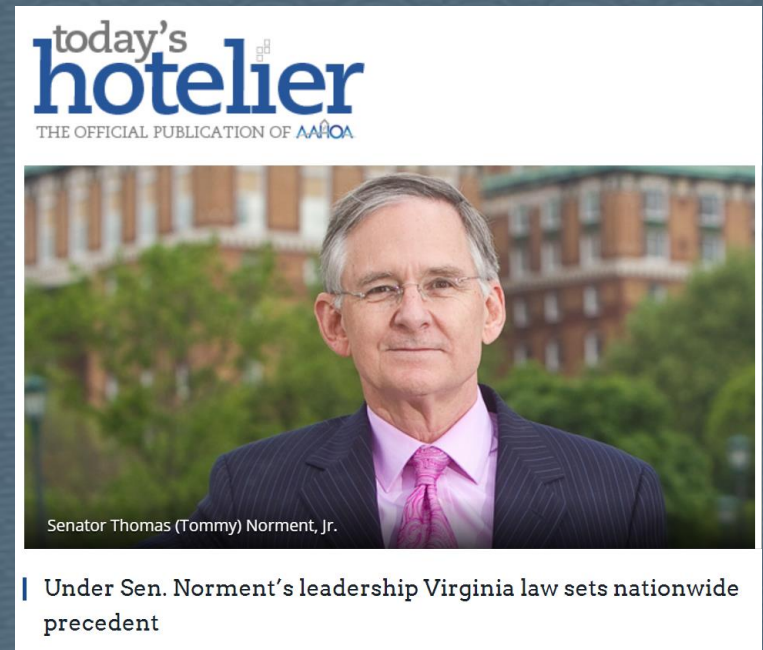
States that have introduced STR Legislation



# VIRGINIA SB 1578 (2017)

## Maj. Leader Norment (R-Williamsburg)

- ▶ Any locality *may*, by ordinance, establish a short-term rental registry and require operators within the locality to register annually.
- ▶ If a locality adopts a registry ordinance, it *may* include a penalty not to exceed \$500 per violation.
- ▶ Chapter does not supersede existing local authority to regulate STR of property through general land use and zoning authority.





# WISCONSIN Short-term Rental Budget Provisions

*Signed by Gov. Scott Walker (R) Sep. 21, 2017*

- ▶ Licensed by the state as a "tourist rooming house" if the rental exceeds a total of 10 days in a year.
- ▶ "Lodging Marketplaces" that rent residential dwellings register with the state.
- ▶ "Lodging Marketplaces" collect and remit state and certain local taxes to state DOR.
- ▶ "Lodging Marketplaces" collect and remit local occupancy taxes in a manner similar to lodging properties, including reporting and auditing.




# A Path Forward

- ▶ Basic business registration
- ▶ Compliance with state and local tax obligations
- ▶ Adherence to section 509
- ▶ Platforms must remove noncompliant listings
- ▶ Commercial insurance for commercial businesses



# What communities are saying...

**AIRBNB PARTIERS WREAK HAVOC ON QUIET FLORIDA COMMUNITY**  July 6, 2016  [AirbnbWATCH](#)



**Hammock residents protest short-term rental bills**

**Orlando Sentinel** Airbnb regulations: Local governments know best



**Windsor: Airbnb's Florida record seems less than transparent**

Lauren Windsor, My View Published 6:07 p.m. ET Jan. 15, 2017

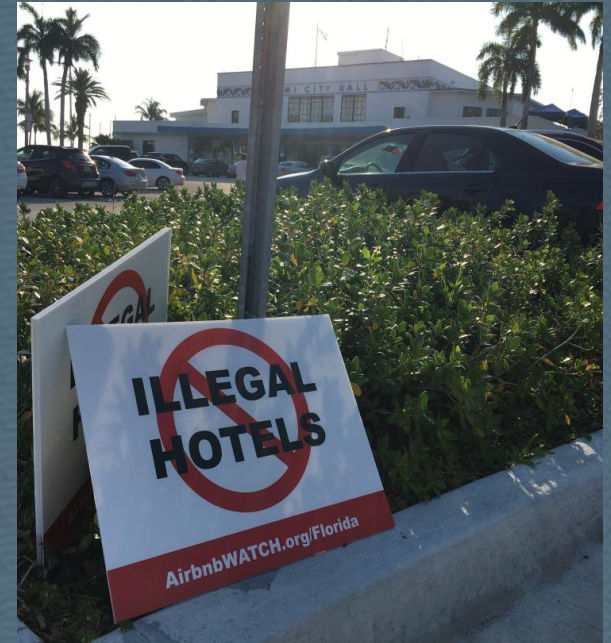
**Herald-Tribune** Editorial: Let communities set rules on rentals



# Poll Shows Consumers Want Level Playing Field

Overwhelming majority believe online rental sites **SHOULD BE** treated like a hotel...

- > **91%** ...required to follow local zoning, health and safety rules
- > **87%** ...subject to the same safety and fire regulations
- > **85%** ...required to register & pay taxes
- > **71%** ...required to provide access for the disabled



**TravelDailyNews**  
International .com

New data reveals overwhelming majority of Americans believe short-term rentals should be regulated



Troy Flanagan

Vice President, State & Local  
Government Affairs

[tflanagan@ahla.com](mailto:tflanagan@ahla.com)

202-289-3125



AHILA

**All together powerful.**

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

10/10/17

Meeting Date

Bill Number (if applicable)

Topic Vacation Rentals

Name Rick Akin

Amendment Barcode (if applicable)

Job Title Director of Hotels & Restaurants

Address

Street

Phone 850-487-4827

City

State

Zip

Email Jo.Morris@myfloridalicense.com

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing Dept. of Business & Professional Regulation

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

**This form is part of the public record for this meeting.**

THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

10/10/17  
Meeting Date

\_\_\_\_\_  
Bill Number (if applicable)

Topic vacation rentals

Name Troy Flanagan

\_\_\_\_\_  
Amendment Barcode (if applicable)

Job Title VP, State and local government affairs

Address 310 Escambia St.  
Street

Phone 202 285 4371

Fernandina Beach FL 32034  
City State Zip

Email tflanagan@ahla.com

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing Americans Hotel & Lodging Association

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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THE FLORIDA SENATE  
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10/10/17  
Meeting Date

\_\_\_\_\_  
Bill Number (if applicable)

Topic VACATION RENTALS

\_\_\_\_\_  
Amendment Barcode (if applicable)

Name JENNIFER GREEN

Job Title PRESIDENT - LIBERTY PARTNERS OF TALLAHASSEE

Address 113 E. COLLEGE AVE, 4TH FLOOR

Phone 850/841-1726

Street

TALLAHASSEE, FL 32301

City

State

Zip

Email JENNIFER@LIBERTY  
PARTNERSFL.COM

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing EXPEDIA / HOME AWAY

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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THE FLORIDA SENATE  
**APPEARANCE RECORD**

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10-10-17

Meeting Date

Bill Number (if applicable)

Topic Vacation Rentals

Amendment Barcode (if applicable)

Name Lori Killinger

Job Title Attorney/Lobbyist

Address 315 S. Calhoun St. Ste 830

Phone 850 222 5902

Street

Tallahassee

FL

State

32301

Zip

Email LKillinger@llw-law.com

City

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing Florida Vacation Rental Managers Assn.

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

OCTOBER 10, 2017

Meeting Date

Bill Number (if applicable)

Topic VACATION RENTALS

Amendment Barcode (if applicable)

Name TOM MARTINELLI

Job Title PUBLIC POLICY MANAGER

Address 3250 NE 1ST AVE, #305

Phone 786-344-1708

Street

MIAMI

FL

33137

City

State

Zip

Email TOM.MARTINELLI@AIRBNB.COM

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing AIRBNB

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

Meeting Date \_\_\_\_\_

Bill Number (if applicable) \_\_\_\_\_

Topic \_\_\_\_\_

Amendment Barcode (if applicable) \_\_\_\_\_

Name Casey Cook

Job Title Senior Legislative Advocate

Address PO Box 1757  
Street

Phone 850 701 3701

Tallahassee FL 32302  
City State Zip

Email ccook@flcities.com

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing Florida League of Cities

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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THE FLORIDA SENATE

APPEARANCE RECORD

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

10 OCT 2017  
Meeting Date

Bill Number (if applicable)

Topic SHORT TERM VACATION RENTALS

Amendment Barcode (if applicable)

Name CRAIG COFFEY

Job Title COUNTY ADMINISTRATOR

Address 1769 E. MOODY BLVD BLDG 2

Phone 386 313-4001

BUNNELL FL 32110

Email ccoffey@flaglercounty.org

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing ~~FLORIDA~~ FLORIDA ASSN COUNTIES

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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THE FLORIDA SENATE

APPEARANCE RECORD

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

10/10/17

Meeting Date

Bill Number (if applicable)

Topic Short Term Rentals

Amendment Barcode (if applicable)

Name Matt Cortis

Job Title Founder GPS Policy Group

Address PO BOX 650108

Phone 512 983-5347

Street

City Austin TX Zip 78723

Email Matt@gpspolicy.com

Speaking: [ ] For [ ] Against [X] Information

Waive Speaking: [ ] In Support [ ] Against (The Chair will read this information into the record.)

Representing GPS Policy Group / VRMA

Appearing at request of Chair: [X] Yes [ ] No

Lobbyist registered with Legislature: [ ] Yes [ ] No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

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THE FLORIDA SENATE

APPEARANCE RECORD

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

10 Oct 2017

Meeting Date

Bill Number (if applicable)

Topic Short-term rental

Amendment Barcode (if applicable)

Name MARK ROBERTSON

Job Title Air Base Host, Retired

US Air Force

Address 881 Kell Air Drive

Phone 850-461-3665

Street

Dedham, FL 32541

Email mr.robertson406@icloud.com

City

State

Zip

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing Self

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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THE FLORIDA SENATE  
**APPEARANCE RECORD**

10-10-17

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

Meeting Date

Bill Number (if applicable)

Topic Vacation Rentals workshop

Amendment Barcode (if applicable)

Name Armando Ibarra

Job Title \_\_\_\_\_

Address \_\_\_\_\_  
Street

Phone 786 514 2965

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email armando@aiadvisory.co

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing Greater Miami and the Beaches Hotel Association

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

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THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

10/10/17

Meeting Date

Bill Number (if applicable)

Topic RENTALS

Amendment Barcode (if applicable)

Name DR. MILES CONWAY

Job Title PRESIDENT - SOUTH BEACH POA

Address Box 34169

Phone 772-231-2810

Street

Vero Beach

Email MCONWAY@FORST.COM

City

State

Zip

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing SOUTH BEACH POA

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

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THE FLORIDA SENATE

APPEARANCE RECORD

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

Oct 10 2017

Meeting Date

n/a

Bill Number (if applicable)

n/a

Amendment Barcode (if applicable)

Topic Workshop Short term Vacation Rentals

Name Peter OBryan

Job Title County Commissioner

Address 1801 27th St

Street

Phone 772-226-1440

Vero Beach FL 32940

City

State

Zip

Email pobryan@ircgov.com

Speaking: For Against Information

Waive Speaking: In Support Against (The Chair will read this information into the record.)

Representing Indian River County

Appearing at request of Chair: Yes No

Lobbyist registered with Legislature: Yes No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

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THE FLORIDA SENATE  
**APPEARANCE RECORD**

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

10/10/17

Meeting Date

Bill Number (if applicable)

Topic Short Term Rentals

Amendment Barcode (if applicable)

Name Paul Pershes

Job Title President - Ocean Hammock Property Owners Association

Address \_\_\_\_\_  
Street

Phone 917-340-6078

City

State

Zip

Email pcp10022@gmail.com

Speaking:  For  Against  Information

Waive Speaking:  In Support  Against  
(The Chair will read this information into the record.)

Representing Community Associations

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

This form is part of the public record for this meeting.

S-001 (10/14/14)

# CourtSmart Tag Report

Room: SB 301  
Caption: Community Affairs

Case No.:  
Judge:

Type:

Started: 10/10/2017 10:03:00 AM  
Ends: 10/10/2017 12:31:53 PM Length: 02:28:54

10:03:07 AM Roll Call  
10:03:16 AM Quorum Present  
10:04:46 AM Sen. Lee introduces meeting  
10:06:11 AM Intro of Matt Curtis  
10:06:26 AM Matt Curtis Presentation  
10:11:14 AM Any Questions?  
10:11:21 AM Questions from Sen Lee  
10:12:11 AM Response from Matt Curtis  
10:13:39 AM Question from Sen Lee  
10:14:23 AM Response- Matt Curtis  
10:14:59 AM Question- Sen Lee  
10:15:58 AM Response-Matt Curtis  
10:16:50 AM Question- Sen Lee  
10:17:12 AM Response- Matt Curtis  
10:17:46 AM Any Questions?  
10:17:51 AM No questions  
10:17:54 AM Rick Akin, Director of Hotels & Restaurants at Dept of Business and Professional Regulation  
10:20:06 AM Sen Lee  
10:20:18 AM Rick Akin  
10:20:20 AM Sen Lee  
10:20:45 AM Rick Akin continues presentation  
10:21:02 AM Question from Sen Brandes  
10:21:40 AM Discussion between Sen Brandes and Rick Akin  
10:22:46 AM Mr. Akin Continues Presentation  
10:25:09 AM Any Questions?  
10:25:15 AM Sen Brandes  
10:25:22 AM Mr Akin  
10:25:25 AM Sen Brandes  
10:25:31 AM Mr Akin  
10:25:40 AM Sen Brandes  
10:25:46 AM Mr Akin  
10:25:48 AM Sen Brandes  
10:25:54 AM Mr Akin  
10:26:05 AM Any Questions?  
10:26:07 AM Question from Sen Perry  
10:26:38 AM Response- Mr Akin  
10:26:43 AM Sen Perry  
10:26:56 AM Mr Akin  
10:26:59 AM Sen Perry  
10:27:02 AM Mr Akin  
10:27:17 AM Mr Akin  
10:27:42 AM Sen Perry  
10:27:44 AM Mr Akin  
10:27:53 AM Sen Perry  
10:27:55 AM Mr Akin  
10:28:01 AM Mr Akin will get numbers on hotel complaints to Sen Perry  
10:28:08 AM Sen Lee  
10:28:41 AM Mr Akin  
10:28:56 AM Sen Lee  
10:29:10 AM Mr Akin  
10:29:23 AM Sen Lee  
10:30:13 AM Sen Lee

10:30:17 AM Mr Akin  
10:30:20 AM Sen Lee  
10:30:37 AM Mr Akin  
10:30:43 AM Sen Lee  
10:30:49 AM Mr Akin  
10:31:03 AM Sen Brandes  
10:31:20 AM Mr Akin  
10:31:27 AM Sen Brandes  
10:31:35 AM Sen Lee  
10:31:37 AM Mr Akin  
10:31:44 AM Questions?  
10:31:47 AM Sen Simmons  
10:32:16 AM Mr Akin  
10:32:21 AM Sen Simmons  
10:32:34 AM Mr Akin  
10:33:04 AM Sen Simmons  
10:33:18 AM Mr Akin  
10:33:22 AM Sen Simmons  
10:33:31 AM Mr Akin  
10:33:38 AM Sen Simmons  
10:34:16 AM Mr Akin  
10:34:40 AM Sen Simmons  
10:34:42 AM Mr Akin  
10:35:00 AM Sen Simmons  
10:35:08 AM Mr Akin  
10:35:11 AM Sen Simmons  
10:36:21 AM Mr Akin  
10:36:29 AM Sen Simmons  
10:37:29 AM Mr Akin  
10:37:45 AM Sen Simmons  
10:37:49 AM Sen Lee  
10:38:42 AM Mr Akin  
10:38:45 AM Sen Lee  
10:38:53 AM Any Questions?  
10:39:06 AM Casey Cook, with the League of Cities  
10:49:00 AM Questions?  
10:49:03 AM Question from Sen Simmons  
10:49:20 AM Response from Mr Cook  
10:50:23 AM Sen Simmons  
10:50:28 AM Mr Cook  
10:51:34 AM Sen Simmons  
10:51:40 AM Mr Cook  
10:52:19 AM Question from Sen Perry  
10:52:58 AM Sen Perry  
10:53:08 AM Mr Cook  
10:53:25 AM Sen Perry  
10:53:53 AM Mr Cook  
10:54:16 AM Question from Sen Brandes  
10:54:40 AM Mr Cook  
10:54:49 AM Sen Brandes  
10:55:31 AM Mr Cook  
10:56:17 AM Sen Brandes  
10:56:27 AM Mr Cook  
10:56:36 AM Sen Brandes  
10:56:44 AM Mr Cook  
10:56:50 AM Sen Brandes  
10:57:07 AM Mr Cook  
10:57:17 AM Question - Sen Clemens  
10:57:34 AM Response - Mr Cook  
10:57:36 AM Question - Sen Clemens  
10:57:50 AM Mr Cook  
10:58:26 AM Question - Sen Clemens

10:58:32 AM Response - Mr. Cook  
10:58:49 AM Question - Sen Perry  
10:59:13 AM Mr Cook  
10:59:32 AM Sen Perry  
10:59:45 AM Mr Cook response  
11:00:37 AM Craig Coffey, representative of Flagler County  
11:09:30 AM Questions?  
11:09:50 AM Sen Brandes  
11:10:57 AM Mr Coffey  
11:11:37 AM Sen Brandes  
11:11:55 AM Mr Coffey  
11:12:48 AM Vice Chair Clemens turns meeting back over to Chair Lee  
11:12:51 AM Sen Simmons- Question  
11:13:11 AM Mr Coffey  
11:14:22 AM Sen Simmons  
11:14:43 AM Mr Coffey  
11:15:33 AM Sen Lee  
11:15:40 AM Thomas Martinelli, representing Airbnb  
11:24:11 AM Questions?  
11:24:13 AM Question from Sen Brandes  
11:24:26 AM Mr Martinelli  
11:24:30 AM Sen Brandes  
11:24:36 AM Mr Martinelli  
11:24:44 AM Sen Simmons  
11:25:12 AM Mr Martinelli  
11:25:18 AM Sen Simmons  
11:25:26 AM Mr Martinelli  
11:25:37 AM Sen Simmons  
11:26:29 AM Mr Martinelli, will get data on host facilities to Sen Simmons  
11:27:11 AM Sen Simmons  
11:28:54 AM Mr Martinelli  
11:29:01 AM Questions?  
11:29:05 AM Sen Lee  
11:31:48 AM Mr Martinelli  
11:33:03 AM Sen Brandes  
11:33:41 AM Mr Martinelli  
11:35:15 AM Sen Simmons  
11:38:25 AM Mr Martinelli  
11:39:12 AM Sen Lee  
11:39:18 AM Jennifer Green representing Home Away  
11:48:13 AM Questions?  
11:48:17 AM Sen Brandes  
11:48:20 AM Ms Green  
11:48:56 AM Sen Simmons  
11:49:21 AM Ms Green will get information on host facilities to Sen Simmons  
11:49:29 AM Sen Simmons  
11:50:09 AM Ms Green  
11:50:29 AM Sen Simmons  
11:52:07 AM Ms Green  
11:52:23 AM Questions?  
11:52:35 AM Sen Lee- General Question for Panel  
11:54:14 AM Troy Flanagan from American Hotel and Lodging Association  
12:05:38 PM Questions?  
12:05:48 PM Sen Lee  
12:06:55 PM Mr Flanagan  
12:07:20 PM Sen Brandes  
12:09:50 PM Sen Brandes  
12:10:01 PM Mr Flanagan  
12:10:06 PM Sen Brandes  
12:10:09 PM Sen Simmons  
12:10:49 PM Mr Flanagan  
12:12:14 PM Sen Simmons

**12:12:31 PM** Mr Flanagan  
**12:12:43 PM** Lori Killinger, representing Florida Vacation Rental Managers Association  
**12:24:33 PM** Dr. Conway, President of South Beach POA, appearing at request of Sen Mayfield  
**12:31:11 PM** Sen Lee Closing Comments  
**12:31:47 PM** Meeting Adjourned

# Our Kids Room Can Sleep 6!

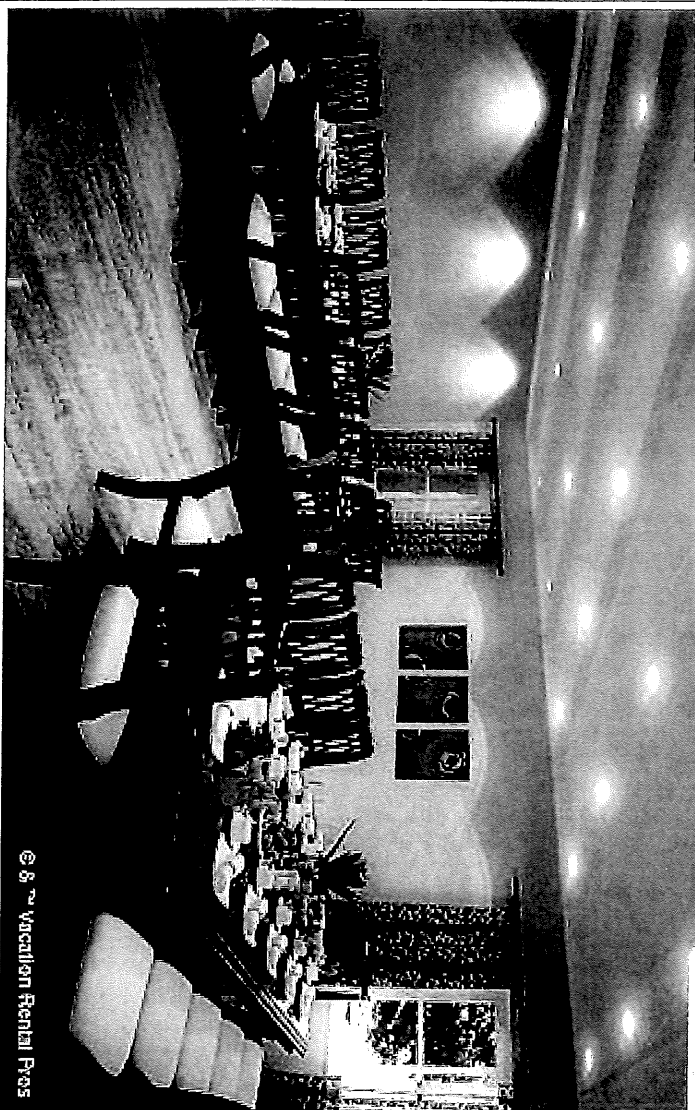


Our kids room can sleep 6 with bunk double beds and two twins. This room also has its own TV and DVD player so the kids can have a great time watching their own shows.

# Advertisement For Short Term Vacation Rental

Previous

Next



© & ™ Vacation Rental Pros

### The dining room tables seat 24

The dining room tables seat 24, with more space at the breakfast bar and captain's table.

## Atlantis Beach House

Diamond **FREE** WIFI

New property; not yet rated.

Atlantis is rising! This Palatial 9,000 sqft home will be ready February 2014! Equipped with state-of-the-art electronics, a theatre room, game room, heated pool & spa, elevator, 2 kitchenettes, 1 huge kitchen, dining area for 24+ master suites & more.

Only \$300 to Book Now!

**Book Now**

- Palm Coast
- Best Value Garden View
- 11 Bedrooms
- 10 Bathrooms
- Sleeps: 24
- HD TVs
- Elevator
- No Smoking Rental



+1 | Tweet

*"Boasting 9,000 square feet of luxury living, Atlantis is on schedule to be completed by February 2014. It is equipped with state-of-the-art electronics, a theatre room, game room, heated pool & spa, elevator, 2 kitchenettes, 1 huge kitchen, dining area for 24+, master suites, & much more."*

Source: [www.vacationrentalpros.com](http://www.vacationrentalpros.com); January 6, 2014



# South Beach Property Owners Association Inc.

EXHIBIT 1

## 2016 Annual Report

December 2016

### About Us

- 1 The 2016/2017 Board consists of **11** Volunteer Directors drawn from current and retired Business, Medical and Dental practitioners. Among others, we have a Radiologist, Psychologist, Economist, Gynecologist, Dentist, Journalist, Neurosurgeon, Accountant and a 50 year Wall Street Risk Management Veteran. Details on each Director are provided on Page 3 of this Annual Report.
- 2 The Board has attempted and will continue to fulfill the SBPOA's *raison d'être* and uphold its mission as outlined below.
- 3 To this end the Board over the last nine months has modernized and revitalized itself in terms of quality, quantity, energy and backbone.
- 4 The Board is heterogeneous in terms of age, gender, education, career and duration of residency but homogenous in terms of vision and mission for the South Beach - **the preservation of the South Beach quality of life and environment.**

### Raison d'être

- 1 The SBPOA was formed in 1992. Its specific purposes are to "*preserve, foster and promote the beauty, natural resources, security and best interests applicable to the South Beach.*"
- 2 This *raison d'être* held true in 1992 and it is upheld by the 2016/17 Board of Directors today for **2,632** property owners of the South Beach.
- 3 In **2016** these South Beach property owners paid Indian River County **\$23.1 million** in property taxes on a total assessed value of **\$1.8 billion**.
- 4 In short, the SBPOA does everything it can to protect the interests of its over **2,632** property owners who have invested on the average over **\$1,722,709** in their South Beach homes and on the average paid **\$8,770** in property taxes in **2016**.



## Tasks Performed

- 1 The Board undertook and accomplished **five major** tasks in 2016 consistent with its *raison d'être* and upholding its mission. The five major tasks are detailed on Pages 4 and 5.
- 2 The Board also undertook **three minor** tasks by comparison in addition to assisting member Associations with tasks of their own. Details of the minor ongoing tasks are shown on Page 6.
- 3 Most notably, in 2016, the SBPOA was front and center in **calling for and supporting government regulations** protecting the South Beach quality of life and environment and **vigorously opposing government regulations** that compromised and lowered the South Beach quality of life and environment.
- 4 Apart from the regulatory front the Board was engaged in the **electric utility problem, lagoon pollution, public safety and property devaluation and taxation** as a result of commercialization of residential communities.



## Growth and Development

- 1 In 1992 when the SBPOA was formed **18** of roughly **25** Homeowner Associations became members of the SBPOA.
- 2 Since that time the growth of SBPOA members has been modest with **20** Associations now members while the number of communities on the South Beach (both big and small) has grown to over 35.
- 3 Clearly one of the goals of the Board is to grow its membership by recruiting new members whose vision of the South Beach is the same as ours - **protecting our quality of life and environment**. To do this our Board needs to develop through the infusion of new, energetic and bright blood.
- 4 It is simple to join us. If you own property in the South Beach get your HOA Treasurer to fill out the form on Page 7 of this report and join us as a **Voting** member Association - it only costs **\$63** for an HOA of 20 lots - **\$3.13 per lot**. You can then even apply to sit on our Board as a Voting member Director. Details of New Membership and Renewal of Membership are shown on Page 7.
- 5 If you own property in a community that does not have a Homeowner's Association or is not a member of the SBPOA, fill out the form and join us as an **Individual** member - it only costs **\$10 per year** ! You can also apply to join the Board as a Non-Voting member Director and **still vote and work on Board matters important to you** !



## 2017/18 Board of Directors Summary and Profile

**EXHIBIT 2**



### Director Summary

**1** The 14 Directors of the 2017/18 Board consists of seven Association, six Individual and one Association Alternate Director(s).

**2** These Directors collectively have lived in their South Beach homes for 191 years, an average residency of 13.6 years.

**3** Their collective investment in the South Beach housing market amounts to \$39.2 million or an average of \$2.8 million per Director home.

**4** As a result of this investment they have paid a total of \$2.3 million in personal property taxes during their tenure of ownership or on the average \$166,883 per Director.








**5** A total of 29 University degrees and professional credentials have been earned by the 14 Directors during the tenure of their careers and practices.


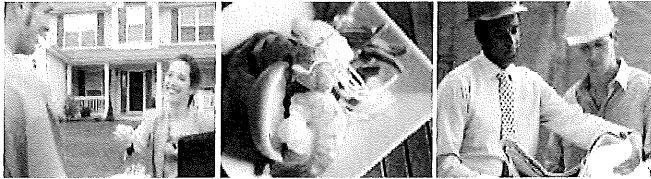
**6** In general the Board consists of business, medical and dental practitioners with collective practice experience of 463 years or on average 33.1 years experience per practitioner.

Name of Director	Association or Sub-Division	Position Member Type	South Beach Home Owner (in Years)	South Beach Investment Value	Property Taxes Paid Since Ownership	Credentials and Degrees	Profession and Years of Tenure
Joanne Falzone Cherubini	St. Christopher Beach	Director Association	5	\$669,348	\$26,671 2012-	DMD, FACD, FICD	Professor of Dentistry 21
Miles Conway	Kansas City Colony	President Individual	25	\$5,988,183	\$308,065 1992-	BBA, MBA, MS, Ph.D	Economist 35
Scott Davidson	Kansas City Colony	Director Individual	5	\$11,047,471	\$406,180 2012-	BBA	Hedge Fund Manager 26
Walter Forman	White Surf	Director Individual	38	\$1,303,642	\$292,355 Since 1991-	MD	Radiologist 42
Cheryl Gerstner	Surfside Terrace	Secretary Association	24	\$3,260,620	\$176,453 1993-	BA	Real Estate 36
Thomas Gillman	White Surf	Director Individual	20	\$1,417,149	\$274,631 1997-	AB, DDS	Dentist 48
Leigh Hoppe	South Beach Estate	Director Association	13	\$3,716,400	\$307,033 2004-	BS, MS, Ph.D MD	Gynecologist 25
Jose Lambiet	Treasure Cove	Director Association	12	\$720,267	\$59,125 2005-	BS, MS	Journalist 31
George Lamborn	River Mews	Vice Pres Individual	7	\$389,583	\$22,346 2007-	-	WS Risk Manager 50
Deborah Murphy	Ocean Oaks West	Ex. Director Individual	3	\$1,302,833	\$13,215 2015-	BA, M.ed	Home Builder 35
Kathleen Lundquist	Smugglers Cove	Ex. Director Association	4	\$4,980,771	\$152,124 2013-	BA, MA, Ph.D	Org. Psychologist 25
Oszkar Szentirmai	South Beach Estate	Alt Director Association	4	\$2,220,150	\$62,851 2013-	BS, MD, FACS	Neurosurgeon 20
Ferguson Taylor	Porpoise Point	Director Association	5	\$725,000	\$33,832 2012-	BSC Retired CPA	Accountant 30
Peter Tyson	St. Christopher Harbour	Treasurer Association	26	\$1,466,982	\$201,478 1991-	BSc	Insurance Executive 39
<b>Board Statistics</b>	<b>Total Average</b>	<b>14 na</b>	<b>191 13.6</b>	<b>\$39,158,345 \$2,797,025</b>	<b>\$2,386,358 \$166,883</b>	<b>29 na</b>	<b>463 33.1</b>

**Profile Footnotes:** \* Market Value based upon 2016 Computer Assisted Mass Appraisal  
 \*\* As provided by IRC Property Appraiser for 2016

# EXHIBIT 3

- [HOME](#)
- [VERIFY A LICENSE](#)
- [APPLY FOR/UPDATE LICENSES](#)
- [RENEW YOUR LICENSE](#)
- [OUR BUSINESSES & PROFESSIONS](#)

- [Division Home](#)
- [FAQs](#)
- [Forms and Publications](#)
- [Statutes and Rules](#)
- [Public Records](#)
- [Archives](#)

**Rick Akin, Director**

Division of Hotels and Restaurants  
 2601 Blair Stone Road  
 Tallahassee, FL 32399-1011  
 Phone: 850.487.1395  
 Email: dhr.info@myfloridalicense.com

**Contact the Division**

**Information**

**Elevators**

**Food and Lodging**

**Inspections**

**Licensing**

**Reports & Statistics**



**DIVISION OF HOTELS AND RESTAURANTS**

**DISTRICT MAILING ADDRESSES**

All plan review applications should be sent to our [Tallahassee plan review office](#).

**District 1 - Miami Map**

8240 Northwest 52nd Terrace, Suite 101  
 Doral, Florida 33166-7766

Counties: Dade, Monroe

**District 2 - Margate Map**

Suite A, 5080 Coconut Creek Parkway  
 Margate, Florida 33063-3942

Counties: Broward, Martin, Palm Beach

**District 3 - Tampa Map**

Park Trammell Building  
 1313 Tampa Street, Suite 901  
 Tampa, Florida 33602-3330

Counties: Citrus, Hernando, Hillsborough, Pasco, Pinellas, Polk, Sumter

**District 4 - Orlando Map**

Suite 802, Hurston Building, North Tower  
 400 West Robinson Street  
 Orlando, Florida 32801-1757

Counties: Brevard, Indian River, Lake, Orange, Osceola, St. Lucie, Seminole, Volusia

**District 5 - Jacksonville Map**

3300 Bldg, 2nd Floor, Suite 254B  
 4161 Carmichael Avenue  
 Jacksonville, Florida 32207-2353

Counties: Alachua, Baker, Bradford, Clay, Columbia, Dixie, Duval, Flagler, Gilchrist, Hamilton, Lafayette, Levy, Marion, Nassau, Putnam, St. Johns, Suwannee, Union

**District 6 - Panama City Beach Map**

Suite 301, Oaseas Professional Building  
 415 North Richard Jackson Boulevard  
 Panama City Beach, Florida 32407-3694

Counties: Bay, Calhoun, Escambia, Franklin, Gadsden, Gulf, Holmes, Jackson, Jefferson, Leon, Liberty, Madison, Okaloosa, Santa Rosa, Taylor, Wakulla, Walton, Washington

**District 7 - Fort Myers Map**

Suite 263D, Joseph P. D'Allessandro Center

# EXHIBIT 4

## DBPR HR-7020 – Division of Hotels and Restaurants Certificate of Balcony Inspection

Complete and submit this form if your public lodging establishment is 3 or more stories in height. The inspector must have the education and experience to be competent to perform the inspection. The operator is responsible for verifying the competency of the inspector.

The term "balcony" means "a landing or porch that is accessible to or used by the public..." The balcony inspection must include platforms, stairways, railings and railways, guardrails, balustrades, parapets, and areas enclosed by screening or other non-permanent building material. (Section 509.2112, F.S. and Rule 61C-3.001(5)(a), F.A.C.)

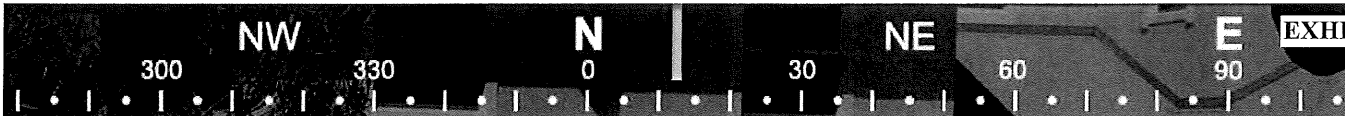
For new or renewal inspections complete sections 1 and 2. For a change of owner attach a copy of previous operator's valid, date-stamped Certificate of Balcony Inspection and complete Section 3.

For New or Renewal Only		
<b>Section 1 – Establishment Information</b>		
Owner Name		License Number
Mailing Address		
City	State	Zip Code
Establishment Name (DBA)		
Establishment Address		
City	County	Zip Code
Telephone Number(s):		
For New or Renewal Only		
<b>Section 2 – Inspection</b>		
I hereby certify that any and all balconies, platforms, stairways, railings and railways on the above-described premises were inspected on _____ by a person competent to conduct such inspection, and were found by such person to be safe, secure and free of defects.		
Total Number of Areas Inspected:	Total Number of Defects Found:	Date Repairs Completed:
The Inspection was conducted by _____ who is competent to conduct such inspections because: (Provide facts/credentials establishing competency on the line below.)		
Signature of Inspector		Date
Name of Operator		
Signature of Operator		Date
For Change of Owner Only		
<b>Section 3 – Management Information</b>		
Name of Operator		Date
Signature of Operator		
<b>Note: This Certificate of Balcony Inspection expires three years from the date of inspection listed in Section 2 of this form or from the date of inspection listed in Section 2 of the attached previous owner's form. A new Certificate of Balcony Inspection must be completed and submitted prior to the expiration date.</b>		

STATE OF FLORIDA, DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

Phone: 850.487.1395 – Email: <http://www.MyFloridaLicense.com/contactus/> – Internet: [www.MyFloridaLicense.com/dbpr/hr](http://www.MyFloridaLicense.com/dbpr/hr)





BRG: 25°NE (T) POS: 27°33'37"N, 80°19'26"W ±16.4ft



Exhibit 7



BRG: 344°N (M) POS: 27°33'37"N, 80°19'25"W ±16.4ft



18 Sep 2017, 12:46 PM