

**From:** Sheldon Rosen  
**Sent:** March 27, 2018 3:32 PM  
**To:** Sheldon Rosen  
**Subject:** Staff Report FAF.18.42- Short Term Accommodation Proposed Program Updates  
**Importance:** High

Let me first state that I have reviewed the Staff report 18-42 regarding potential changes to the STA Program. I must say overall I as well as my colleagues are pleased with many of the recommendations and that overall this is fair report

However, I am writing to you to speak to the issue at Delphi Lane and the staff recommendation to revoke STA licenses immediately. I am not sure how many of you know the history dating back to 2015 when I was first involved. In short, I was approached by the developers real estate agent (prior to completion and any firm sales) on my interest in being the rental manager for owners. I strongly suggested they contact the Town and get an opinion on the STA zoning and recently new Licensing Bylaws. As you will see from the email exchange below from the agent to one of the new owners (apologize it's a small screen shot from a phone) the Town's staff Greg Miller provided such an opinion. After which, my staff and I attended many meetings with potential buyers, presenting our rental management program. In all the meetings we attended, owners confirmed purchasing units on Delphi with the express intent of joining our rental management program which as you know is primarily focused on Short Term Rentals.

Most of these owners closed on their property early to mid-2017 and immediately applied for and were issued STA licenses – likely as per the authorization from Town Staff. Most of the rentals began May 2017. To date we have positive reviews from guests about the location and offering of new STA's. Regardless of the fact they are not in the core 'base of blue' /village area. I know of no complaints from immediate neighbouring properties or Town Officials. We treated them like all our STA with nightly security and RP staff.

Now it appears the Town Staff are strongly recommending the "Council revoke the current 6 licensed STA units on Delphi Lane"

I cannot explain in words the shock these owners have had when I broke the news to them. "How can they do this", "they told us we can rent" are some of the reaction.

Unlike the messaging that is coming from the BMRPA / residents, STA's are NOT "money making machines". These properties cost in the \$500,000+ range. While we have had positive rental activity owners are generally paying the bills and enjoying the odd day at their property. Then being able to one day enjoy a retirement property. These investment properties are not dramatically changing the financial position of these owners.

I have a hard time understanding the Town's position to take this action yet 43 units at Mountain Springs have been operating with a STA license when they should not have – only in the past 3 months 25 or so of those owners have found a loop hole to form a CRU group. But at least 15-20+ other units at MSR still operate illegally and yet the Town is knowingly allowing them to continue to possibly renew their License. Keeping in mind these MSR owners were all on our program but starting renting privately and based another email from Town Staff, they were in violation of the CRU definition and we terminated them from our program.

At least in the MSR example, owners do have choice (to be CRU) to continue to use their condos for Short Term Rentals. While Delphi owners are not given that consideration, even though the Town is largely at fault.

The complaint about Delphi Lane units seems to have come from BMRPA member who lives 12-15 minutes from that location. I am not sure how that location has affected his life at that distance. And that the Town is now trying to correct the actions of their staff to the detriment of tax payers who have invested millions into this Town.

I urge you all to consider the harm and damage you are causing these owners (and no doubt our business). Rather than face potential litigation which is bound to cost tax payers and these owners plenty plus potential issues for certain staff, why not **do the reasonable thing and admit the mistake and grant them and minor variance and allow them to continue their use their STA properties.**

Thank you for taking the time to read and consider and reasonable option.

Regards,

Sheldon Rosen

President

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