Councillors,

Thank you for your time and consideration.

If you implement a primary residence stipulation for short term rentals I assure you that you will create negative perception and stunt tourism and growth in Winnipeg. As a leading executive furnished rental provider in the City I'd like to explain how we use our suites and who we are seeing come through our spaces.

1. We are currently housing an innovative company based in France and they've been consistently sending employees since 2020. In fact, they are living in 10-15 units in Glasshouse at any given time. Meaning they are eating at our restaurants, occupying downtown Winnipeg and contributing to growth and improvement within our City.
2. Families visiting their relatives after 2+ years of not seeing them during the pandemic and travel restrictions.
3. We work with local producers to shoot marketing material for Winnipeg and provincial campaigns. These shoots require a 2-3 night booking window.
4. Executives from other provinces or countries here on business related matters or expanding into Winnipeg
5. Trades from other provinces often here contributing to Winnipeg's projects and improvements.
6. The Film Industry in Winnipeg is huge. We house Producers, Cast, Crew and everything in between. Often, they travel with their families. We provide a comfortable home away from home to an industry that creates revenue and attention to Winnipeg.
7. We provide housing for Winnipeggers going through devastating insurance claims including fire and flood. These families typically lose everything and we are able to keep them in their neighborhood, close to their children's schools and daycares. They can shop at their familiar grocery stores and maintain as much of their normal routine as possible. In most circumstances the families we house are displaced for months, in some cases a year or more.
8. Winnipeg sports team players and their families live in our spaces during their respective seasons. This speaks for itself on what these teams bring to our City.
9. Northern Manitoba residents coming into Winnipeg for business, medical care/appointments and shopping opportunities.
10. Newcomers to Canada are provided a comfortable home while they find more permanent solutions in Winnipeg.

Please put yourself in the shoes of the individuals mentioned above. Nest Host, along with the rest of the STR operators, offer a safe and comfortable home away from home that visitors to our City appreciate. Many of the complaints being brought forward, especially related to Glasshouse, are repetitive, exaggerated or have little to no truth to them. If issues do arise with disruptive guests they are able to be handled and removed from the suite within hours. In our experience having a disruptive long-term tenant removed from a property can take months.

I myself am a licensed property manager. Nest Host is incorporated, pays business tax and GST & PST. In addition, we are licensed, registered and regulated under the Manitoba Real Estate Association and the Manitoba Securities Commission where annual fees and dues are also paid.

I encourage more research and questions from Councilors to STR providers. I see a gap in information that's being absorbed and understood. There is a noticeable bias in opinion of STRs and favouritism towards the Hotel industry. I am hopeful and confident a fair decision will be made with consideration to how STR's do have a positive impact on tourism and Winnipeg growth. I agree with regulations being put in place and expect this will be difficult for irresponsible hosts to continue to operate. Winnipeg is experiencing a period of growth and influx of tourism, restricting STRs to primary residences will hinder that.

Thank you for your consideration and attention to this matter.

Cam Finnson
President & CEO
Nest Host Ltd