

FINAL

I'm Sharon Gregory, Hollenbeck Avenue and former Finance Committee Chair, 40 years in the Berkshires.

Please Vote YES on Article #25. At least, it will give us a moratorium on STRs and home purchases.

Here's the game-changer. **Air BnB has given hosts a centralized, electronic marketing, booking and payment system that has no upfront cost.** A slick calendar of available dates enables hosts to book new renters every day of the week, like hotels, or, "mini-hotels".

The number of AirBnB listings can change literally over-night. I find no comfort in the low numbers that opponents soft-pedal. There's a big incentive for businesses to convert homes to rentable houses.

In researching STR's, every state in the Nation has towns and cities with STR regulations. Even Alaska! (Google it.)

Here's an example in Massachusetts:

Provincetown's population is 3,000. But it has over 1,000 STR listings. When considering the short summer season, it's a lot more than 35%!

- Comparing our population, at 35%, we'd have over 3,000 STR's. **In corporate marketing language, it's called Great Barrington's "market potential", that's what we could have with unregulated STR's.**
- Unbelievable? We have regulatory bylaws that has created a VERY LIVABLE TOWN and made Great Barrington among "The Best Small Towns in America" since 2013.
- Attractive Great Barrington is an important market to AirBnB Inc. As reported by "The Ethical Consumer," they are using local lobbying clubs to facilitate favorable STR campaigns against local regulations.
- Their CEO, Brian Chesky, worth \$13 billion dollars, wants to make sure his market share continues to grow. As reported by the Berkshire Eagle, his company **emailed all GB AirBnB hosts** to have them OPPOSE Article 25. Really? He'll make more money!

**In trade, he'll take our neighborhoods and communities.** Ever hear of that deal before?

- And about Provincetown? Its population trend is a negative 4%. It's losing its full-time residents.

Hundreds of volunteers, like myself, have spent years, shaping our town to make it more livable, not to make it a money machine.

As the saying goes, “A House is Not a Home”. If you don’t make it your home, it’s just a rentable asset. If people choose **not** to live here, **sell the house, don’t sell out the community.**

By **not** passing 25, we are keeping the **barn door open**. We are inviting **non-residents to buy up** more of our housing stock. Realtors will verify that investor bidders (who will outbid most residents) are waiting for our voting results.

Please choose **residential values** over **business profiteering** and vote **YES on 25.**

Sharon Gregory