

From: Doreen Davies < >
Sent: 17-Jan-20 2:26 PM
To: J M Jones <jjones@dourodummer.on.ca>
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Subject: M.A.T.

Dear Mayor, Councillors , CAO

Since Douro held the meeting regarding MAT, I am assuming that you are considering the issue of applying the 4% tax to accommodations

While I did not attend the meeting, I am familiar with the legislation. As a result of a letter I sent to Council of Peterborough, bed and breakfasts are temporarily not included in their MAT.

I was scheduled to attend and speak on the matter at a Peterborough Council meeting, but cancelled when they excluded bed and breakfasts.

I am asking the township of Douro Dummer to exclude B&Bs for the following reasons.

1. We are mostly Mom and Pop outfits, meaning very small and in our homes, extra money to help with pensions etc
2. We have to compete with huge international hotels which have unlimited advertising dollars
3. In order to get on the first 3 pages of Google, we need to join booking companies
4. Hotels are allowed as many rooms as they like, we are restricted to 3 rooms in some jurisdictions and 4 rooms in others
5. Hotels are located in Commercial areas whereas B&B's are mostly located in Residential
 - a. Hotels can use unlimited lighted signage, B&B's are allowed a very small (no lights) sign
 - b. Hotels have limited noise restriction. B&B's can have no noise
 - c. Hotels do not get charged if guests park on street. B&B's are responsible if guests park on street
 - d. Hotels can offer other meals besides breakfast. B&B's can offer breakfast only

- e. Hotels can offer alcohol, B&B's cannot
- f. Hotels can offer entertainment. B&B's cannot

Many people are of the opinion that B&B's are lucrative. They are not. When Liftlock Bed and Breakfast started in year 2000, there were 35 B&Bs listed. Of those 35, only Moffat House and myself are open

My current rate for 2 people (continental breakfast) is \$125 + Comm (min 15%)
\$18.75 + HST (13%) \$18.60 = \$162.35
With MAT \$125 + \$18.75 + Mat (4%) \$5.00 + HST \$19.33 = \$168.08

Way overpriced! But how to compete? Booking companies 15%, taxes 17%(?) If I don't pay booking companies, there would be no business.

With our limit of rooms and limited exposure, we turn extra people away during peak times but are empty most of time. Air BnB's have been in the news lately. In the last year, I had one booking from them. While they do not charge the HST, it is still my responsibility to pay it. Therefore my rates listed on their site include the HST making me non-competitive.

Regarding the Travel Bureau, I am not impressed with them. Over the years, I bought memberships, have won a membership and can honestly say I have never gotten a solid booking from them. The few times they referred people to me, the people never showed up. This last brochure they printed, (a very expensive brochure) had all wrong information about my company. They took the information from when I had first joined them years ago. They said they will correct it for the next printing. They have located downtown out of sight with no parking. They spent the last ten years on a road heading out of Peterborough. They should have been at an entrance to Peterborough, not seen as people are leaving. Their purpose is to increase tourism, how does increasing prices help? Maybe they should spend the money they have already been given more wisely.

Am trusting that you will discuss this matter and will come to a favourable conclusion. If not, I will truck on.

Thanking you for reading this
Doreen