

govService

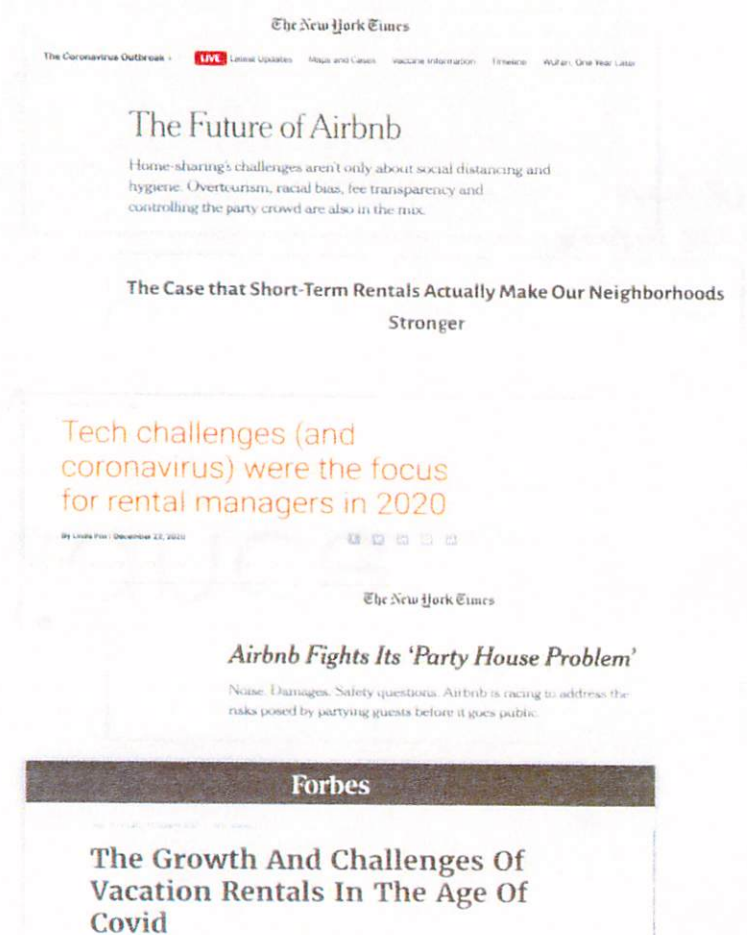
Host Compliance

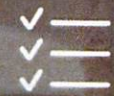
Emery County

Kester Bonsu
May 2021

Without compliance, local government knows STRs bring significant challenges

- >> Lost economic opportunities
- >> Diminished neighborhood character
- >> Impact on housing affordability
- >> Wasted time and money



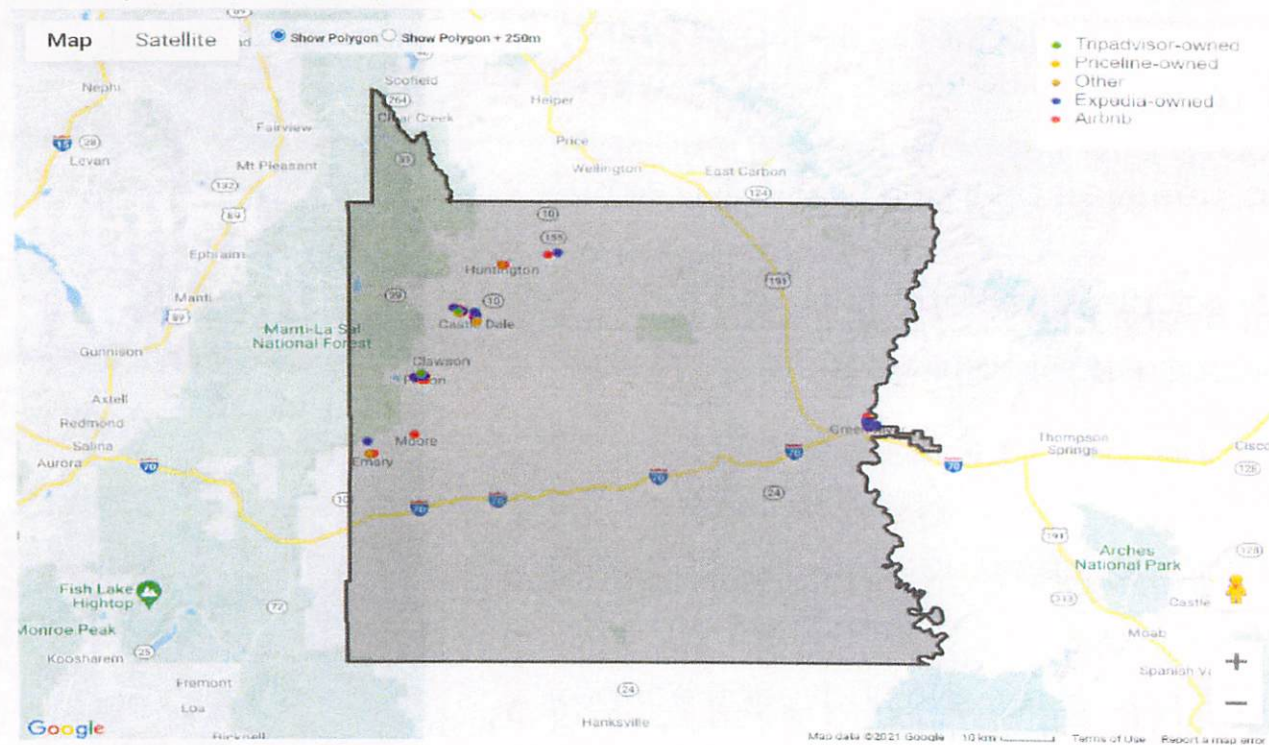


What Are Your Top Priorities?

- Reduce noise, parking, traffic and trash-problems
- Eliminate party houses
- Reduce STR impact on neighborhood character
- Ensure building safety
- Improve responsiveness to neighbor complaints
- Stem STR impact on affordable housing availability
- Improve permit and tax compliance to increase tax revenue
- Ensure a level playing field between law abiding traditional lodging providers and illegal STRs
- Reduce tension between short-term rental property owners and their neighbors
- Make citizens aware that STR problems are taken seriously

...and in Emery County we have identified 76 listings, representing 54 unique rental units*

Short-term rentals in Emery County as of May 2021



* Granicus Host Compliance's pricing is based on the count of listings and rental units that would need be to analyzed and monitored for compliance. In terms of listings, this number is 76 as we will expand our search area by several hundred yards beyond the borders of Emery County to capture all relevant listings. Source: Granicus Host Compliance Proprietary Data

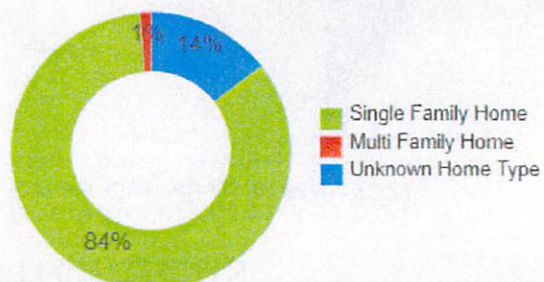
Emery County STR Market Details

Total County

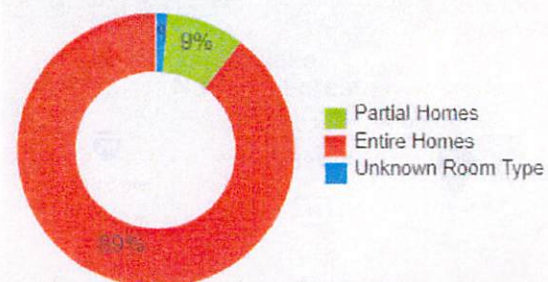
Median Nightly Rate
(USD)

\$102

Listing Types

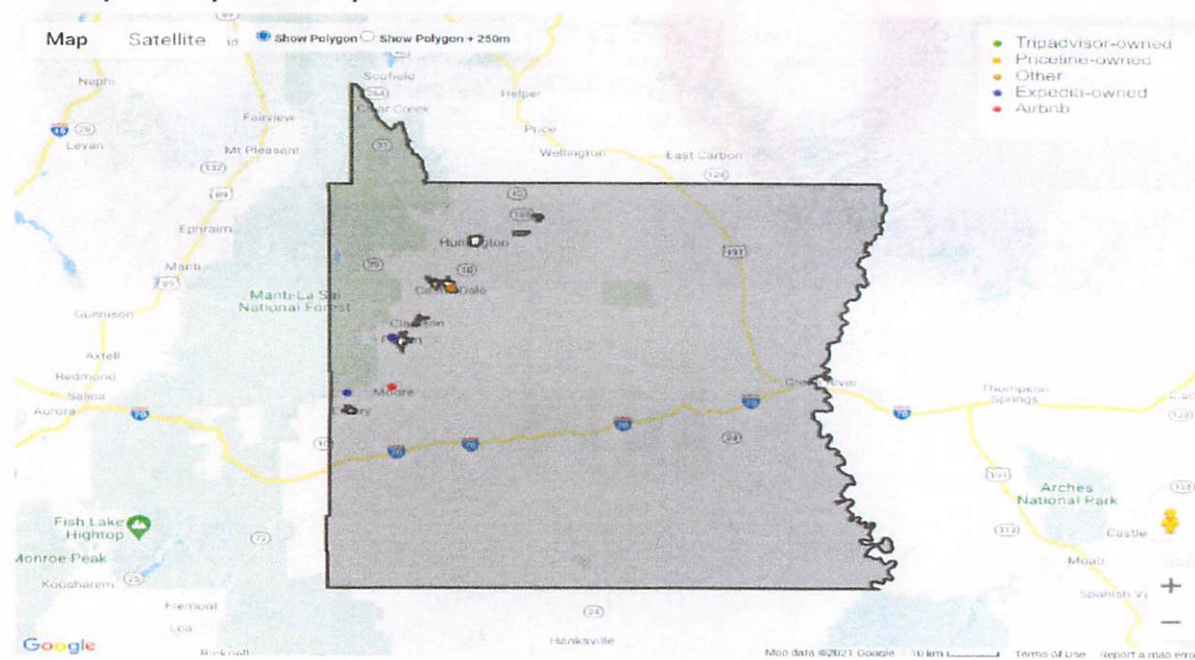


Unit Types



...and in the unincorporated areas of **Emery County** we have identified 10 listings, representing 4 unique rental units*

Short-term rentals in Emery County as of May 2021



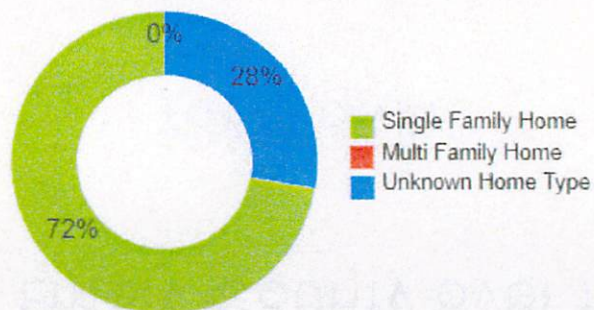
* Granicus Host Compliance's pricing is based on the count of listings and rental units that would need to be analyzed and monitored for compliance. In terms of listings, this number is 36 as we will expand our search area by several hundred yards beyond the borders of Emery County to capture all relevant listings. Source: Granicus Host Compliance Proprietary Data

Emery County STR Market Details

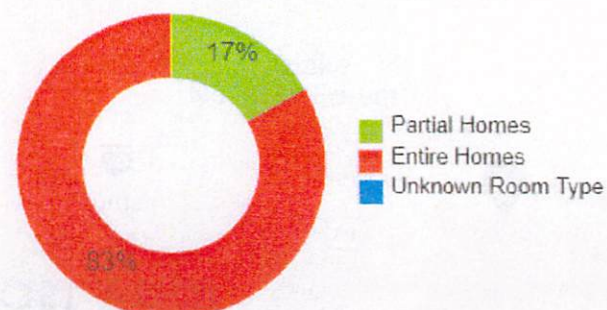
Median Nightly Rate
(USD)

\$85

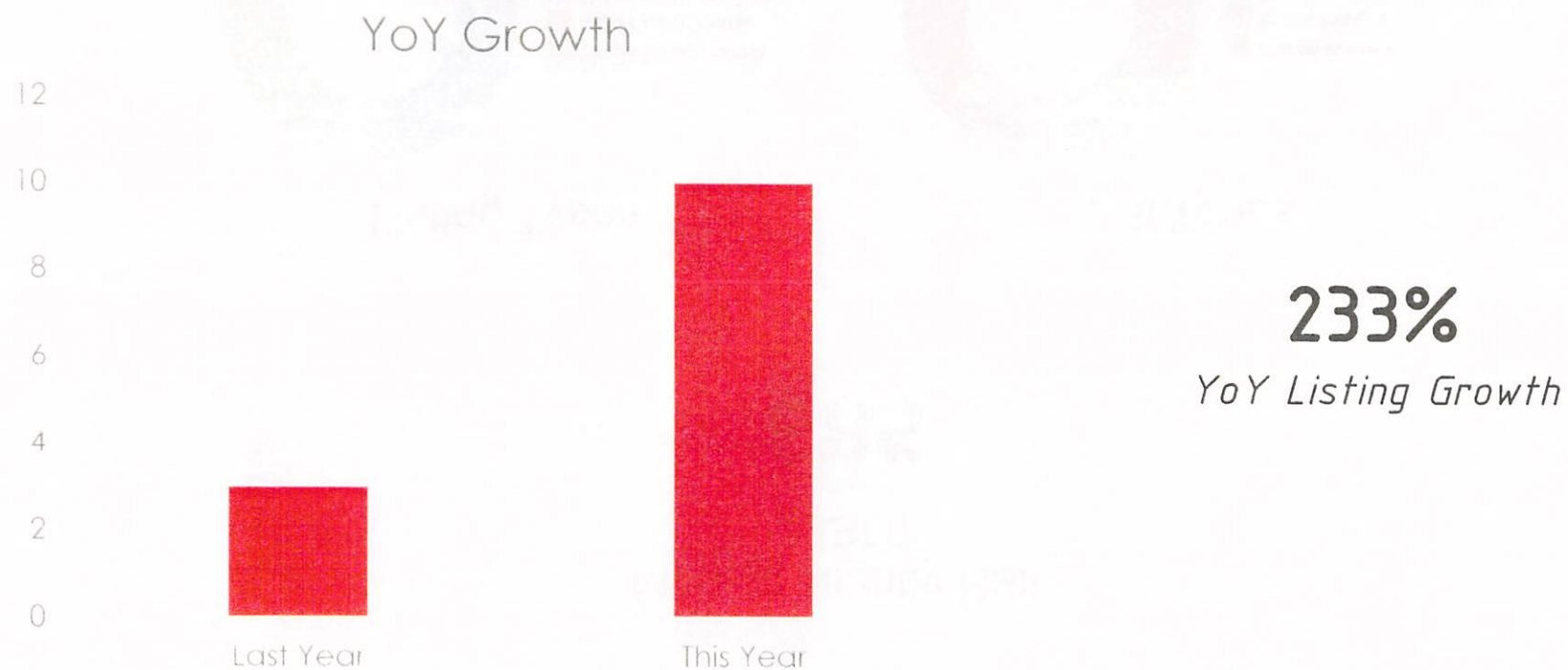
Listing Types



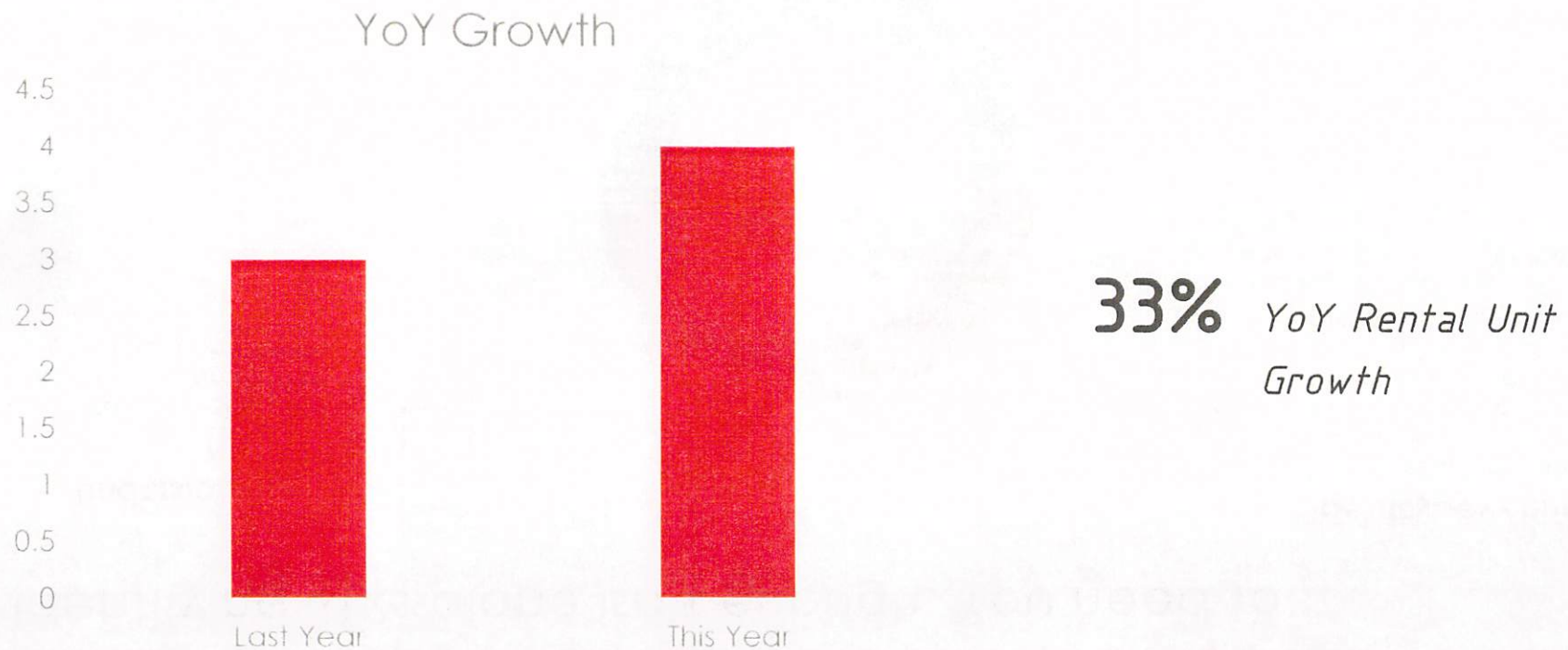
Unit Types



The number of short-term rental listings has grown 233% in Emery County over the last year



Counting only unique rental units, Emery County has seen 33% growth since last year



True Compliance Requires a Holistic Approach

Identifying STRs alone isn't enough. You need to...

Understand the market

Understand the size and scope of short-term rentals in your community



Identify revenue loss

Ensure your community has identified every opportunity for revenue capture, creating an even playing field for all types of providers and residents



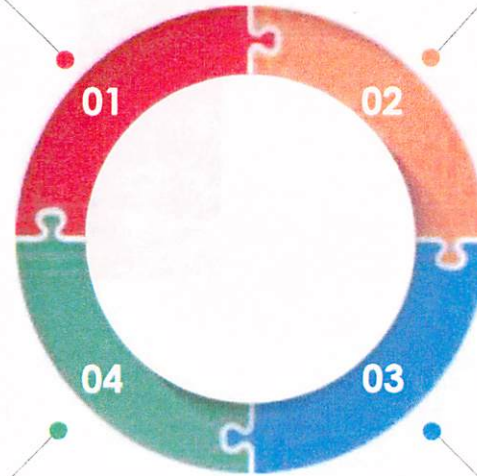
Protect the community

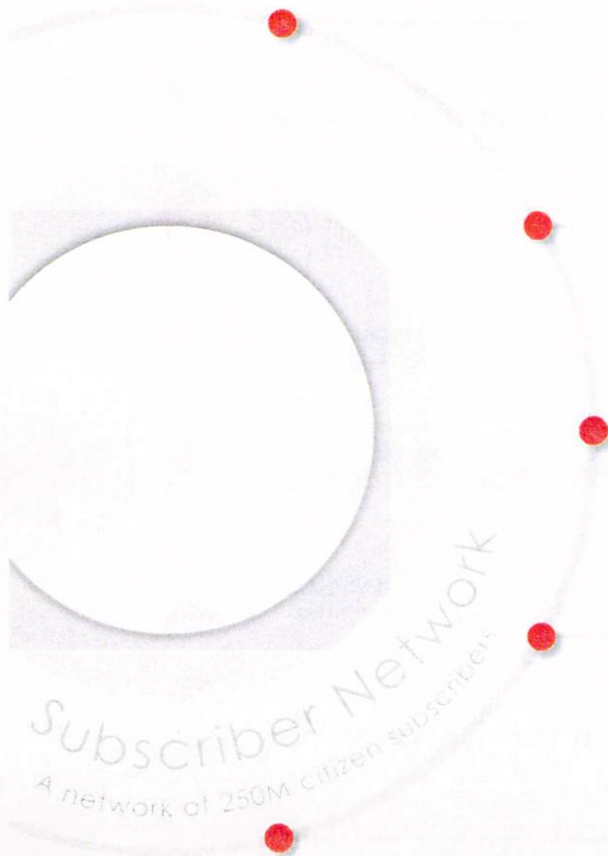
Ensure all lodging providers meet health and safety standards; develop short- and long-term plans to create, grow, or revitalize a community or area



Automate and save

Support greater staff efficiency with impactful tools and process automation to help implement and enforce fair regulations





govAccess

Transactional websites designed for today's citizen



govService

Online citizen self-service solutions and process automation



govMeetings

Meeting agendas, video, and boards management



govDelivery

Targeted email, text, and social media communications



govRecords

Paperless records management



Granicus Experience Group

A strategic team of experts delivering managed services

govService **Host Compliance**



Address Identification

Automated monitoring of 60+ STR websites and online dashboard with complete address information and screenshots of all identifiable short-term rentals.



Compliance Monitoring

Ongoing monitoring of STRs for zoning and permit compliance coupled with systematic outreach to illegal short-term rental operators.



Permitting & Registration

Online forms and back-end systems to streamline the registration process and capture required documentation, signatures and payments electronically.



Tax Collection

Make tax reporting and collection easy for hosts and staff to submit and review online.



24/7 Hotline

Make it easy for neighbors to report, prove, and resolve non-emergency short-term rental related problems in real-time, any day, at any hour.



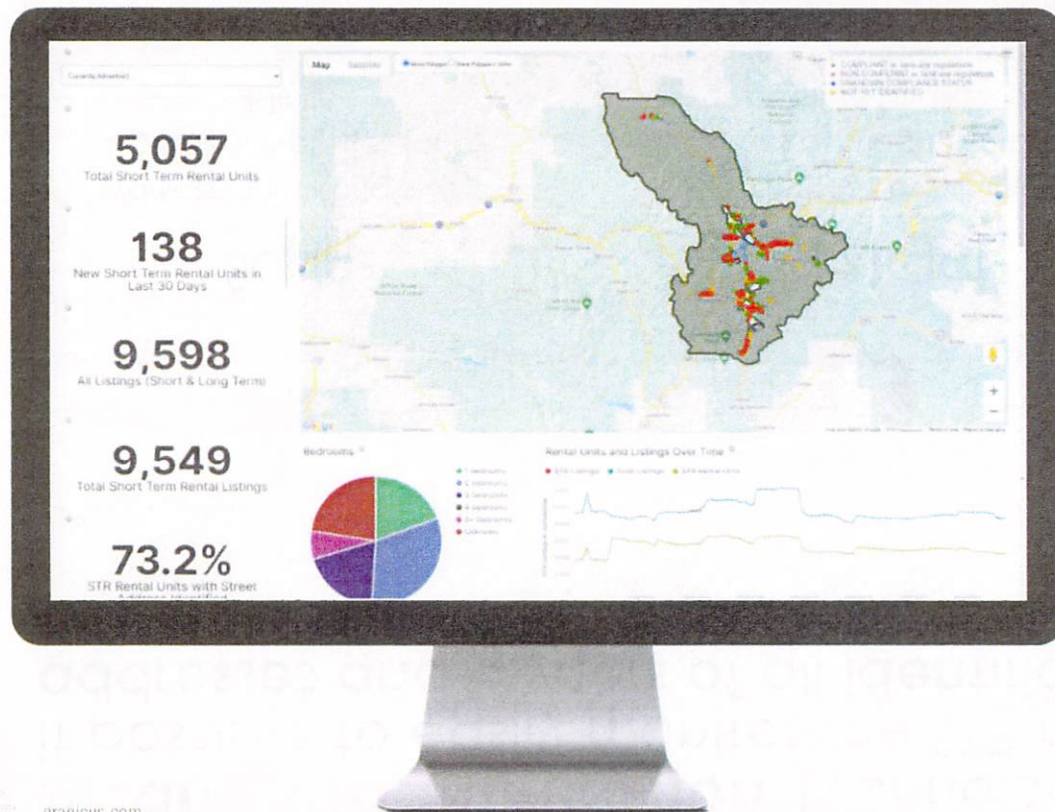
Rental Activity Monitoring

Estimate occupancy or rental revenue for each property and identify audit candidates who are under-reporting on taxes or exceeding occupancy regulations.

Address Identification technology and processes make it possible to easily monitor the STR market and find the addresses and owners of all identifiable STRs



Address Identification monitors the STR market and finds the addresses and owners of all identifiable STRs



The data and screenshots are made available to authorized users in an easy-to-use online dashboard and records management system and easily exported in Excel/CSV format

Provide documented evidence of every address match to support all of Emery County's enforcement efforts

Example of Searchable Evidence

Matched Details

Analyst: [redacted] LKMj

Explanation
The exterior shown in the listing photo has all of the identical features to the one shown on the assessor website. The property is hosted by [redacted] and [redacted] which matches the two owners listed by the assessor.

Listing Photos **Matching 3rd Party Sources**

Same exterior:

[redacted] and [redacted] mentioned as hosts, they are owners of property

Example of Legal Declaration

CITY OF IMPERIAL BEACH-ADMINISTRATIVE CITATION APPEAL

In the Appeal Of Citation Number: [redacted] **Cite Enforcement Case** [redacted]

Appellant: [redacted] **DECLARATION OF ULRICH RINZER**
[IMAGED FILE]

CITY OF IMPERIAL BEACH Hearing Officer: [redacted]
Respondent Hearing Date: May 30, 2018
Hearing Time: 10:00 a.m.
Hearing Location: Mayor's Office
825 Imperial Beach Blvd.
Imperial Beach, CA 91932

I, Ulrich Rinzer, declare as follows:

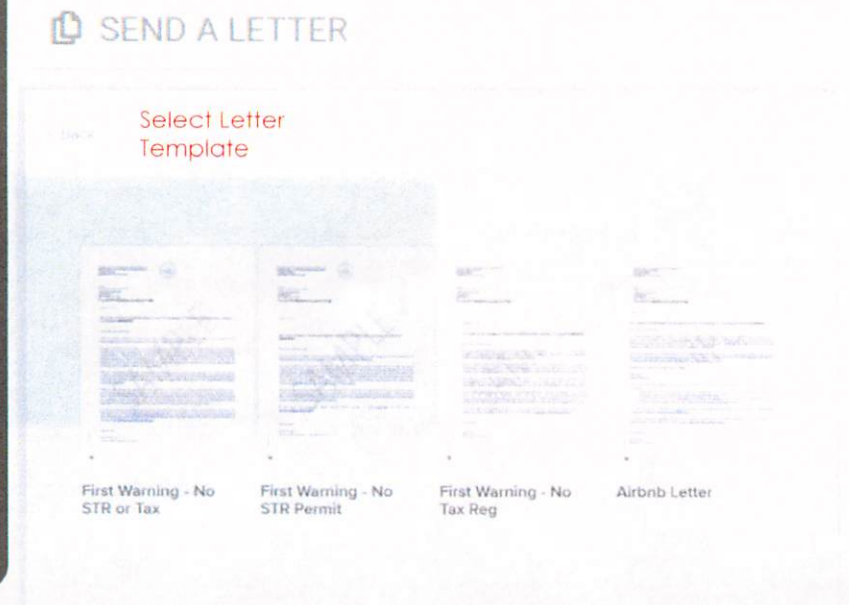
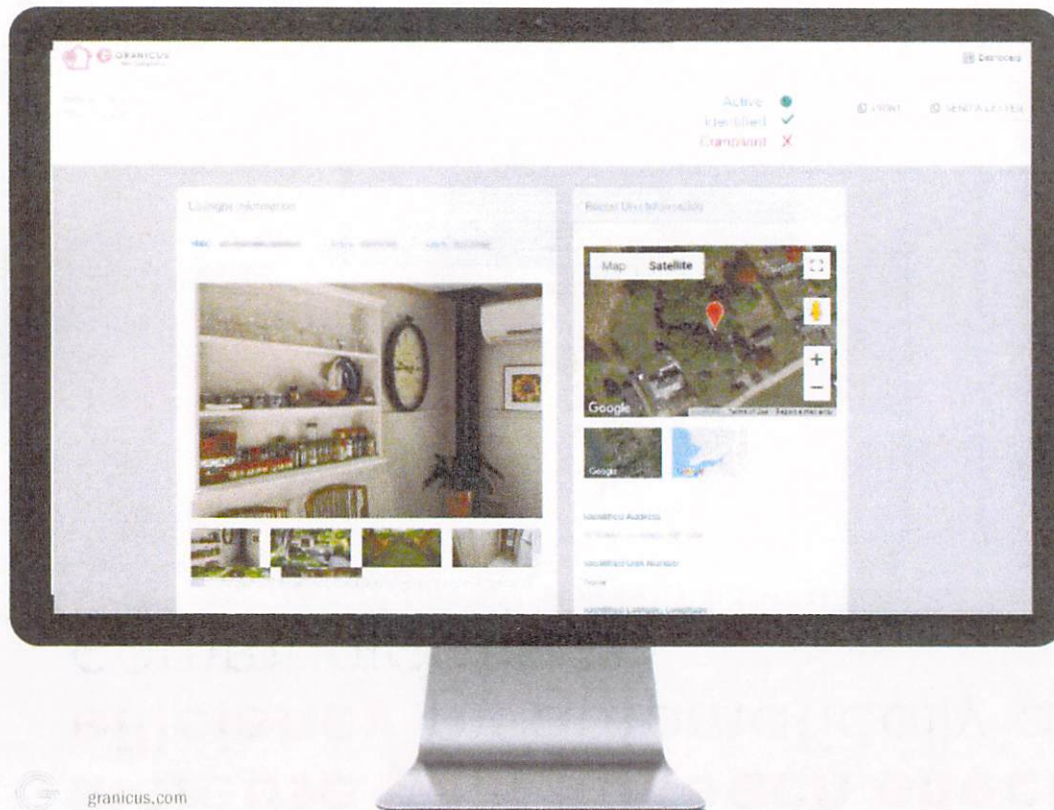
1. I am the Chief Executive Officer of Host Compliance, LLC. I have personal knowledge of all the matters stated herein and, if called as a witness, I could competently testify thereto.

2. Host Compliance, LLC ("Host Compliance") is a California Limited Liability Company that was formed on October 15, 2015 with its principal place of business located at 745 Market Street, Floor 4, San Francisco, CA 94920. I have worked for Host Compliance since inception.

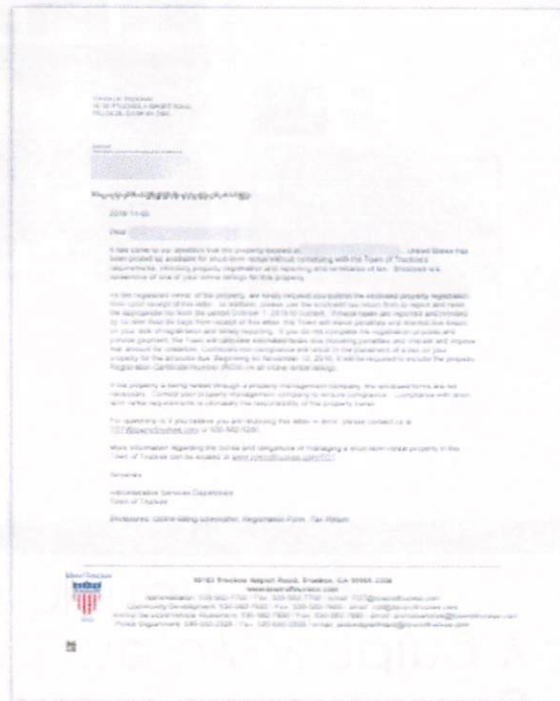
3. As the CEO, my duties at Host Compliance include managing all aspect of the Company's operations. I am also the Founder and CEO of Host Compliance. I previously served

DECLARATION OF ULRICH RINZER

Compliance Monitoring allows you to stay in control and save time by sending your enforcement letters with the click of a button

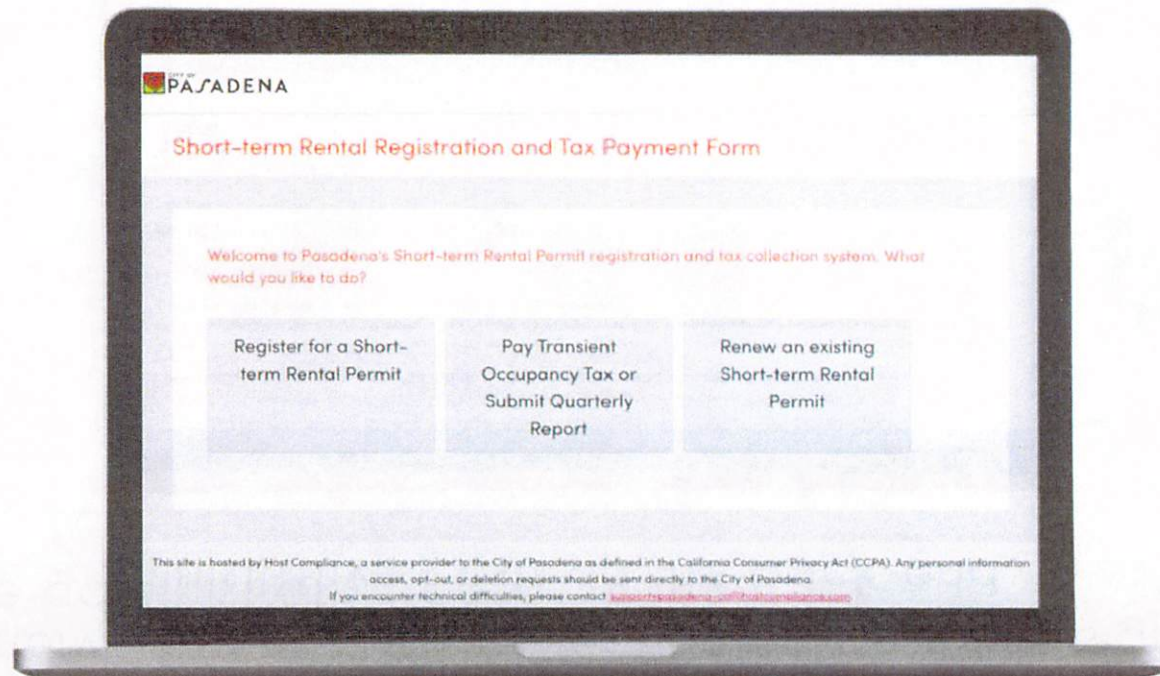


Increase your outreach effectiveness and efficiency by automatically adding evidence to communications



Mobile Permitting & Registration

Simplify Emery County's permitting and registration processes and significantly reduce the administrative costs on the back-end



Tax Collection

Simplify Emery County's tax collection process and significantly reduce the administrative costs on the back-end

Please enter the taxable receipts for listing 1/2: <https://www.airbnb.com/rooms/XXXXXXXX>.
If you have had \$0 taxable receipts for a given quarter, please enter \$0.

Taxable receipts INCLUDE, but are not limited to, nightly rents, weekly rents, standard cleaning fees, pet fees, internet charges, late check-out fees, extra person fees, and resort fees. Taxable receipts EXCLUDE refundable deposits and any additional items included in a special package rate, such as ski passes, or other recreational activity or additional service subject to sales tax.

January 2019 to March 2019	
Taxable receipts e.g. \$2000	No. of nights occupied e.g. 32
\$2,000	30
April 2019 to June 2019	
Taxable receipts e.g. \$2000	No. of nights occupied e.g. 32
\$1,000	15
July 2019 to September 2019	
Taxable receipts e.g. \$2000	No. of nights occupied e.g. 32
\$3,000	45
October 2019 to December 2019	
Taxable receipts e.g. \$2000	No. of nights occupied e.g. 32
\$10,000	200

Rental Activity Monitoring

automates the selection of
the impact of audit efforts

Host Compliance

Revenue Estimate by Rental Unit

Customer Support & Help

Quick Search

1 filter applied: Showing 1 to 16 of 16 entries

Add or Remove Filters

Estimated Gross Revenue (USD) (Any) Reported Revenue (USD) (Any) Quarters With No Revenue Report (Any)

Land Use Compliance Status (Any) Reported Revenue less than Documented Revenue (1)

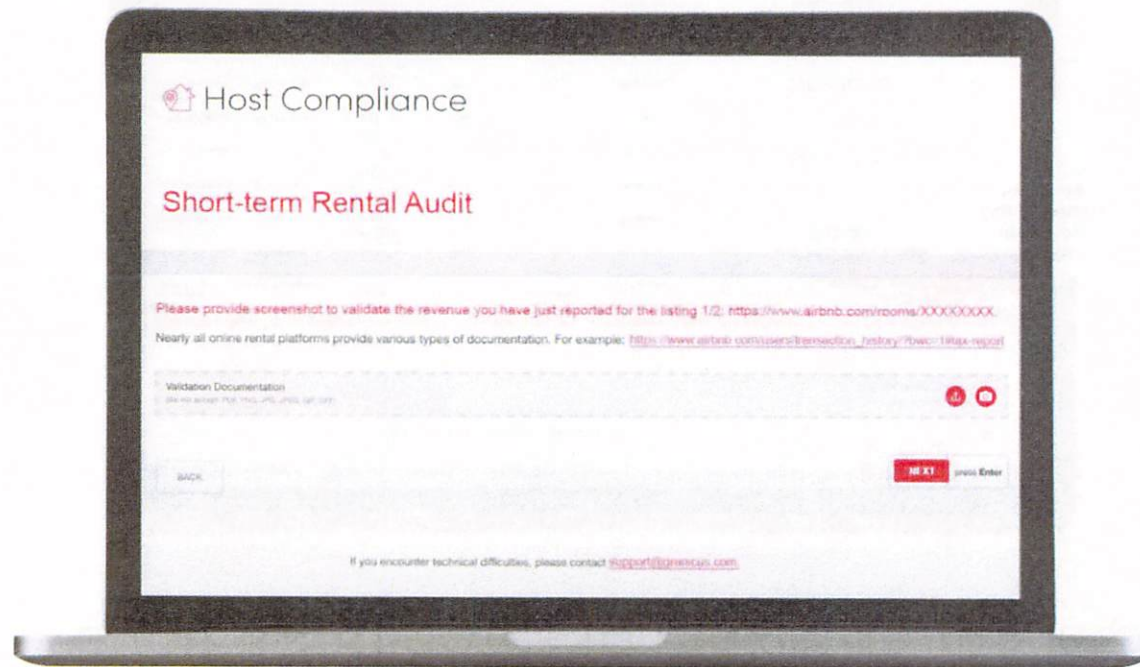
Reported Revenue less than Documented Revenue > Yes
Clear all filters

Revenue Estimate by Rental Unit since January 01, 2020

Host Compliance Rental Unit ID	Unit Permit/Registration Number	Address	Parcel Number	Unit Number	Estimated Gross Revenue (USD)	Reported Revenue (USD)	Reported Revenue less than Documented Revenue
Zq8eK5ZuhtMSZ	TEST19-0007	101 Magnolia St, Boston, MA 02111	1846		\$124,350.91	\$23,400.00	Yes
Vm8t8E5u5S4uLZ	TEST20-0047	101 Magnolia St, Boston, MA 02111	2716		\$74,916.80	\$16,400.00	Yes
htcLRE4-R9Wppe	TEST20-0001	1001 Magnolia St, Boston, MA 02111	99146		\$21,532.06	\$23,400.00	Yes
z35kAOw8EocpZEL	TEST19-0011	101 Magnolia St, Boston, MA 02111	3117		\$27,650.18	\$6,010.00	Yes
Chu8T13-nyWM6H	TEST20-0036	101 Magnolia St, Boston, MA 02111	6421		\$10,748.17	\$16,400.00	Yes
JCHm8q3K7U5Qr	TEST20-0048	101 Magnolia St, Boston, MA 02111	3430		\$84,484.36	\$16,400.00	Yes
Ss5Z4eNqKZMD3	TEST20-0044	101 Magnolia St, Boston, MA 02111	1091		\$64,762.22	\$16,400.00	Yes
Bu0wmd8QM6Gda	TEST19-0016	101 Magnolia St, Boston, MA 02111	3121		\$34,873.34	\$6,010.00	Yes
4RRrCv89RTaLef	TEST19-0004	101 Magnolia St, Boston, MA 02111	4918		\$22,810.92	\$6,000.00	Yes
ApVl8t3Fayc8rH	TEST19-0017	101 Magnolia St, Boston, MA 02111	539		\$28,080.00	\$500.00	Yes

Identifying tax fraud
and occupancy/rental
frequency violations by
STR listings for signs of
rental activity

Streamline the audit process by **requesting all backup information through simple, interactive online forms**



Host Compliance

Short-term Rental Audit

Please provide screenshot to validate the revenue you have just reported for the listing 1/2: <https://www.airbnb.com/rooms/300000000>.

Nearly all online rental platforms provide various types of documentation. For example: <https://www.airbnb.com/users/showsection?section?fbclid=IwAR18ax-report>

Validation Documentation
[Screenshot of Airbnb revenue report for listing 1/2]

BACK NEXT press Enter

If you encounter technical difficulties, please contact support@gramicus.com

Hosts can easily **upload** STR revenue statements to verify rental activity



Consulting Services

Short-Term Rental regulation creation, updates, and guidance from planning experts

- ✓ Experience with hundreds of communities including 1) access to proprietary regulations data that is the most trusted by government and 2) support on hundreds of regulations.
- ✓ Custom public outreach strategy and messaging framing.
- ✓ Complete draft of a custom short-term rental ordinance.
- ✓ Compliance monitoring and enforcement plan for staff and legal counsel to refine and adopt.

In the broader Rocky Mountain we are already serving 35 forward-thinking local government agencies

- Brighton, UT
- Bachelor Gulch Metropolitan District
- Rexburg ID
- Crested Butte CO
- Aurora CO
- Boulder CO
- Provo UT
- Summit County CO
- Gunnison County CO
- Broomfield, CO
- Mount Crested Butte, CO
- Pagosa Springs, CO
- Frisco, CO
- Longmont, CO
- Grand Lake, CO

- Nederland, CO
- Grand Junction, CO (Cty)
- Hailey, ID
- Sandpoint, ID
- Rich County UT
- Grand County CO
- San Juan County UT
- Grand County UT
- Iron County UT
- Kalispell MT
- Manitou Springs, CO
- Jackson, WY
- Bozeman, MT
- Hurricane, UT
- Garden City, UT

- Idaho Falls Auditorium District
- Buffalo Mountain Metropolitan District
- Beaver Creek Resort Company CO
- Arrowhead at Vail Association HOA CO
- Cordillera Property Owners Association CO