



**New South Wales Government**  
**Independent Planning Commission**

**TRANSCRIPT OF PROCEEDINGS**

RE: BYRON SHIRE - SHORT TERM RENTAL ACCOMMODATION  
PLANNING PROPOSAL (PP-2021-3351)

**AIRBNB MEETING**

COMMISSION PANEL: DR SHERIDAN COAKES (Panel Chair)  
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JULIET GRANT

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AIRBNB: MICHAEL CROSBY  
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LOCATION: VIA VIDEO CONFERENCE

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**TRANSCRIBED AND RECORDED BY APT TRANSCRIPTIONS**

DR SHERIDAN COAKES: Well, good morning and welcome. Before we begin, I would like to acknowledge that I'm speaking to you from Worimi Land and I acknowledge the traditional owners of all the country from which we virtually meet today and pay my respects to their Elders past and present. Welcome to the meeting today to discuss the planning proposal to reduce the number of days of non-hosted short-term rental accommodation in parts of the Byron Shire currently before the Commission for advice. My name is Dr Sheridan Coakes, I'm the Chair of the Commission Panel and I'm joined by my fellow Commissioners Professor Richard Mackay and Ms Juliet Grant. We're also joined by Stephen Barry and Oliver Cope from the Office of the  
10 Independent Planning Commission.

In the interests of openness and transparency and to ensure the full capture of information, today's meeting is being recorded and a complete transcript record will be produced and made available on the Commission's website. This meeting is one part of the Commission's consideration of this matter and will form one of several sources of information upon which the Commission will base its advice. It is important for the Commissioners to ask questions of attendees and to clarify issues whenever it is considered appropriate. If you are asked a question and you're not in a position to answer, please feel free to take that question on notice and provide any  
20 additional information in writing which we will then put up on our website. I request that all members here today introduce themselves before speaking for the first time and for all members to ensure they do not speak over the top of each other to ensure accuracy of the transcript and given you're all in one room if you could say your name before speaking, that would be much appreciated.

We will now begin. So thank you for joining us this morning. We have obviously provided a meeting agenda of some of the items that we'd like to discuss in the time that we have today. So if I could hand over to whoever's going to speak to Airbnb's view on the planning proposal, that would be great.  
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MS RUTH DAWES: Thank you so much, Commissioner. My name is Ruth Dawes, I'm from Baker & McKenzie and I represent Airbnb today for the purposes of this morning's session. I note that the Commission has requested that each person introduce themselves so we will, we will do that at the appropriate point. Thank you for the opening statement. We've got the agenda and we propose to keep to the agenda and we will start by going through Airbnb's view on Byron Shire's STRA planning proposal.

So Airbnb accepts the current requirements of the housing SEPP is appropriate for the  
40 Byron Local, appropriate for the Byron Shire area and is of the view that no further amendments to the SEPP should be made. In particular, Airbnb accepts the

recommendations of Urbis in their economic impact assessment that a 180-day cap is the preferred policy option from an economic perspective and Airbnb is opposed to the 90-day cap and the reason for that is Airbnb is concerned that the planning proposal will significantly reduce employment in the tourism and hospitality sector in Byron Shire Council and I'm going to turn in a moment to Peter Leyshon who is an independent economic expert who's been engaged on behalf of Airbnb to speak to the economic impacts of the 90-day cap and then we will also turn to Katherine Cossyvas in the policy team who will also draw out quite an interesting data set that Airbnb holds about the proportion of hosts who actually use this facility to meet ends meet and actually the proportion of women that use this facility to meet ends meet as well and we'd like to just step through those as part of the submission of why the 180-day cap is appropriate from an economic perspective. So I might now turn actually to Peter Leyshon to speak about the adverse economic impact on the 90-day cap.

MR PETER LEYSHON: Thank you, Ruth. My name is Peter Leyshon, I'm an economist and town planner. I've been asked to provide some independent advice about the effects of a 90-day cap on Airbnb's operations and I think more broadly on the Byron Local Government Area. There's, as a general proposition, it is difficult to get precisely accurate data on the scale of the industry or some of its potential implications but there are some things that we do know that are fairly uncontestable. The first one is that the tourism sector is vitally important to Byron Bay according to the most recently modelling done on behalf of the Council, the tourism and hospitality sector is the second largest employment in, employment section in Byron Bay with over 2,400 persons employed or about 15.5 per cent of the employed workforce in 2021.

Back in 2019, pre-pandemic, tourist spending in Byron was estimated by Tourism Research Australia to be in the order of \$857 million per annum with about 40 per cent of that on accommodation, about 60 per cent of that on retail and dining out and experiences and things like that. The second character which makes the change really important to evaluate is that some work done by the Council in 2019 on their tourism sector estimated the number of bed spaces that were available within the sector in Byron Local Government Area and what it indicated was that 53 per cent of all the bed spaces were in what they term to be holiday houses or holiday apartments. The traditional tourism accommodation sector of hotels, motels and resorts were only 8.6 per cent of the bed spaces. So any change that is made to the regime around the letting out of holiday houses and apartments becomes a very sensitive economic issue, I think, for the tourism sector in particular and for Byron Local Government Area in general.

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The third thing that I was interested in was that the overwhelming majority of properties that are listed on the Airbnb listings at the moment are outside the Council-defined STRA-exempt precincts, that is the precinct where under the planning proposal they would be allowed to trade theoretically 365 days a year. So the change will affect the vast majority of properties that are currently participating in the STRA sector. I mentioned before some sort of data limitations. One of the things is getting a precise handle on the scale of the STRA sector.

10 Urbis indicated in their report which I think is a very comprehensive report and makes terrific use of the data that is available is that there were 5,248 non-hosted properties but in a little footnote that got which attracted my attention they've just said, well, a property included in the database could've been leased out for just one day of the year. So it's not, it's not the case that 5,248 are leased around the clock and I think I understand the state government is now collecting information under the state-wide policy and it will be interesting further down the track to see what that data actually says.

20 The other issue that I just wanted to touch on briefly at the opening is that it's often been argued that a restriction on the STRA industry will free up property for the private rental market on the grounds that if it can only be rented for a lesser period of time there will be a greater incentive for owners to swap their properties. The work done by Urbis indicated that - sorry - included a survey of owners of STRA properties, wasn't really a random survey or a scientific survey, it was really a self-response survey to an invitation done over the Council's website as I understand it. So it may - it may not be biased but it did show that, or suggested that up to 24 per cent of people owning an STRA property might either sell the property or convert it to long term rental if a 90-day cap was introduced.

30 I've said to the group I'm working with here there's always a difference between what people say they'll do in a survey and what they'll actually do when the situation actually emerges. So as yet, I'm unaware of any data that shows that even the introduction of a 180-day cap has led to a significant surge in rental properties being made available and that may be due to a number of factors but it's also due to the fact that Byron, as a regional area like other areas all around Australia, are now in a falling price market. The market has turned prices for residential property are falling so that will affect people's consideration of what they do as well but overall since 2011 Byron has increased its stock of housing by - well, certainly by occupied dwellings by about 1,680 properties have been added to the stock of housing but the majority of those have gone to owner-occupation. So that 1,680 about 1,300 have gone to owner-  
40 occupation and the number of rental properties over that time has increased by about 296.

So it would appear that if there's a pressure it may well be coming from increasing owner occupancy rather than the use of properties, I think, for short-term rental accommodation. So I think they're the main issues that affect consideration. I guess in summary, I'd say it's a potentially a very sensitive decision to move from a 180 cap to a 90 cap because of the importance of this particular type of accommodation to the tourism market and, hence, employment in Byron Bay.

10 DR COAKES: Thanks, Peter. We've just got a couple of questions, one just from me. You spoke about the large - and then Richard's got his hand up. So you spoke about the large proportion of properties that are listed on Airbnb outside of the 365 precincts. Do you know how many of those properties are priced on average sort of a thousand dollars per night or higher just to give us a feel for the types of properties?

MR LEYSHON: Yeah, Commissioner, I don't know the answer to that.

DR COAKES: Okay. Is that a question you could take on notice for us?

20 MR LEYSHON: Yes.

MS DAWES: Commissioner, that's something that the Airbnb team is working on. We note that the Commission is interested in that. There's, obviously Airbnb has its own data sets and there's some, there are some privacy and security implications that relate to the data so we're working out what information can be disaggregated to assist the Commission on that particular point.

30 DR COAKES: And the second one for me before I hand to Richard is has Airbnb done any research on the sort of economic associations and linkages between short-term rental accommodation and local businesses because I noticed in your submission you obviously talk a lot about the, you know, the dependency that exists there between local business and STRA but I just wondered have you done any, is there any research that you've undertaken or that you're aware of that looked at those associations and linkages between the two?

MR LEYSHON: All that I'm aware of, Commissioner, at this point in time is estimates of what the flow-on of the industry is to businesses involved in cleaning and maintenance of properties.

40 DR COAKES: Yes.

MR LEYSHON: But there are clearly flow-on effects as well to employment within the retail sector in Byron Bay which would be again fairly sensitive to tourism spending. I know that I've done previous work in the Sunshine Coast, for example, where while there's a significant local population it's spending by tourists and visitors that really sort of supercharged that sector significantly. So we would certainly be drawing the Panel's attention to some of those linkages in a later submission.

DR COAKES: Okay.

10 MS DAWES: And, Peter, can you just expand - apologies, Commissioner, can you just expand on the stats, like in terms of one of the agenda items states data and there are statistics on the average spend of an occupant of short-term rental accommodation in Byron and I think you mentioned the figure of \$359 per person per night - - -

MR LEYSHON: Yep.

MS DAWES: - - - and perhaps if you could just get - even if it's just at a high level take the Commissioner to some of the thinking that you've been doing on that particular average spend and if there were a 90-day cap to be imposed what potential  
20 risk or impact could that have to the availability of short-term rental accommodation in Byron and subject to your view on that, what impact does that have on local tourism spend in the economy.

MR LEYSHON: Yep. Yeah. According to Tourism Research Australia who collects perhaps the most authoritative amount of data on tourism spending in Australia, in 2019 they estimated that the average overnight tourist to Byron Bay spent approximately \$359 per capita per night. So the effect, if a 90-day cap was introduced, if that were to do either two things, one is increase the price of the remaining properties it would cut into people's budget as far as spending because that  
30 395 includes a component of accommodation costs and money spent in shops and restaurants and experiences and things like that. My preliminary estimate is that if the 90-day cap was introduced and if people - sorry - if property owners behaved the way they said they were going to behave in the survey that it could possibly reduce tourism spending in Byron by about \$120 million a year which based on 2017 is probably in the order of 14 to 15 per cent less expenditure.

Now, that rests on a few, a few assumptions, of course, like all economic modelling. One is that people are deterred from coming to Byron by a reduction in the available stock and they go somewhere else and I note Dr Peter Phibbs in his critique of the  
40 Urbis report raised that particular issue. (1) How do you know they're going to go somewhere else and, (2) isn't that an economic benefit for some other region if they do

go somewhere else, all of which is true, but I guess we can only deal with the on-the-ground effect in Byron Bay.

10 If people behave - if 24 per cent of owners either sell their property or put it into full term rental it will reduce the number of guest visitor nights in Byron Bay and it follows from the spend that on my, my preliminary estimates anyway that it could have an effect of about negative 120 million a year but that rests on quite a few assumptions. If people don't behave the way they said they would in the survey quoted by Urbis it will be a different number, the effect may not be that, may not be that great but the tourism sector in Byron Bay doesn't have the capacity to shift  
tourists from, unless they're willing to go and live, stay in a caravan park or a camping ground, to shift them from a rented house to another form of accommodation easily because there just isn't that capacity, it seems to me, within the market because it doesn't have a, it surprisingly doesn't have a very large traditional accommodation sector of hotels, motels, resorts and the like but you might find in a, in a larger more sophisticated market like the Gold Coast or the Sunshine Coast, for example, which has a much more sophisticated stock of traditional accommodation.

20 DR COAKES: Thank you, Mr Leyshon. Richard, you've got your hand up.

PROF. RICHARD MACKAY: Thank you, Chair. This is Richard Mackay, and thank you, Mr Leyshon. Can I just perhaps work backwards. Firstly, on my reading that 24 per cent is not actually people who've said they would sell or return to full term rental, I think it's made up of two components, isn't it, and 11 per cent component who would sell and a 14 per cent who would take the 90-day short-term rental and then look to have other rental for the remaining 275 days so I just think it would be helpful if anything that comes subsequently to the Commission would - if it's working from the Urbis report it's not actually sell or full term in that 24 per cent.

30 I'd just like to question you, if I may, about the likelihood of transfer. I guess, if I were taking my family for a holiday in Byron Bay and there were a 90-day cap in some areas which meant that some of those properties weren't available, there's also more availability, isn't there, in the 365-day precincts and wouldn't there be a significant movement across to them for people who wish to go to Byron Bay and similarly, in terms of the \$359 per person per day spending, sure that might put the price up but I'm still spending that money in Byron Bay even if I'm having to spend more on accommodation and less on retail. So, I guess, I'm asking you from the point of view of the economics of Byron Bay, isn't there a chunk of transfer that will happen  
40 any way and the money just goes somewhere else locally?

MR LEYSHON: Yeah. To come back to the questions you raised, yes, I recognise that the survey said that, look, there's a potential for some of them to rent it out on a nine-month lease and holiday let for three months in summer. I'm not sure how that works in practice - - -

PROF. MACKAY: Yes.

MR LEYSHON: - - - because you really need to turf your tenants out at the most important time of the year and replace them with high-paying tourists and I know a little bit about Byron and I'm sure that would provoke a significant reaction. You're correct - - -

PROF. MACKAY: Can I just interject to say we've also asked Council to explain the paradox of doing that, turfing out the long term tenants bringing in the short-term tenants and, therefore, not having the workforce available to provide the services at the very time that they're needed. So it does, it does rather - - -

MR LEYSHON: Yes.

PROF. MACKAY: - - - anomalous.

MR LEYSHON: Yeah, I wasn't sure, to be honest, whether that was a realistic option that was put to people in the survey but - and what occurred to me was - what happened after the Lismore floods when people were put into caravan parks and there was a lot of adverse commentary when the holiday periods came around and owners of caravan parks were ejecting people who'd lost their house so they could accommodate families from Sydney but I agree with you there's the potential for transfer and it may be that it could have a possible effect of more properties within the, what I call, the exempt or protected precincts, owners of those properties saying, well, I've got an economic advantage over people from outside the precinct, I'll make my property theoretically available for 365 days a year but a lot of those properties, my sense of them are they're in highly desirable locations, they're close to shopping centres, they're close to beaches, et cetera, et cetera. So they would be attractive for that purpose but they're also attractive properties to live in yourself. So you're right, there is a potential for transfer.

MS DAWES: Commissioner, can I just add - - -

PROF. MACKAY: Yes. And look just - - -

MS DAWES: Apologies, Commissioner, I was just going to add just some colour on that. The majority of the Airbnb stock is in the 90-day, proposed 90-day cap area. So it's not that there will simply be stock available elsewhere, the vast proportion of stock sits in the 90, proposed 90-day cap area. There's also that aspect that Katherine from Airbnb will speak to shortly about the needs of the guests and where those needs are best met because there are a multitude of guests that use Airbnb accommodation, not just - not just tourists looking to have a holiday and their needs may not be capable of being met by those properties within the 365-day zone.

10 PROF. MACKAY: Look, thank you for that clarification. I did just actually also want to ask Mr Leyshon about the fact that the majority of Airbnb properties are in the 90-day zone. Is it known how many of them are actually taken for 90 days or more at the moment?

MR LEYSHON: I'm sure Airbnb would have that number but it's a pretty sensitive commercial issue and I'd need to take advice on that.

PROF. MACKAY: Well, look, I'd invite you to do that and I'd invite you for this reason that in your earlier remarks you said that the vast majority of impact would be  
20 on those property renters, those in the 90-day area - - -

MR LEYSHON: Yes.

PROF. MACKAY: - - - but of the majority of them are not leasing for 90 days or more then it's not going to affect them at all.

MR LEYSHON: Yes, I take your point.

PROF. MACKAY: So just - whether it is, in fact, the vast majority and I think it  
30 would be very helpful if Airbnb would like to put some numbers around that even if they're aggregated numbers that have the identities or addresses redacted.

DR COAKES: Juliet, do - - -

MR CROSBY: Commissioner, Michael Crosby from - - -

DR COAKES: Sorry, sorry, Michael, go ahead.

MR MICHAEL CROSBY: Michael Crosby from Airbnb. Thank you for that  
40 feedback, Commissioner. Look, we will certainly take that feedback on notice and we'll endeavour to provide what we can during the written submission phase.

PROF. MACKAY: Thank you.

DR COAKES: Juliet, you have a question? Juliet, you're on mute.

MS JULIET GRANT: Sorry about that. Mr Leyshon, if you could just clarify, you made a comment that about 53 per cent of bed spaces were in the holiday letting compared to sort of eight per cent in the purpose-built tourism accommodation.

10 MR LEYSHON: Yes.

MS GRANT: Is that a typical split or is that proportion higher to the STRA accommodation in Byron than is ordinarily seen and is there something in this local government area that you think might be holding back investment in that purpose-built tourism accommodation?

MR LEYSHON: Commissioner, I could say that my first ever interaction with Byron was over the Club Med proposal all those years ago which sought, sought to introduce traditional accommodation to Byron but didn't get anywhere at all. Byron, the  
20 impression I have, and I'd need to check some statistics but the impression I've got is that the proportion of the total tourism stock in Byron that's in private houses and private holiday apartments is higher than I'd seen in other tourism, coastal tourism markets.

I think it may well be a working out of the fact that Byron has only ever sort of focused on or permitted fairly boutique traditional accommodation options and often, often just at the high end in terms of price. So there's never been an influx of larger sort of corporate hotel chains into Byron that might provide several hundred rooms in the development of the way that you might see in places like Maroochydore or  
30 Caloundra or Noosa - even in Noosa. So it's a bit of an atypical tourism market in terms of its stock.

MS GRANT: Thank you.

DR COAKES: Okay. Just conscious of time. We have a number of questions more around regulation so I wonder if you would be okay, I think, if we could ask some of those questions and then we can come back to sort of the visitation needs. We do note in your submission there's quite a discussion around visitor need and are you  
40 comfortable if we could just move to some of those key questions just given our time constraints today?

MS DAWES: Yes, Commissioner.

DR COAKES: Okay. So a number of questions we've got around - and that is sort of how is Airbnb working with State Government in relation to the registration scheme and implementation of the code of conduct. We're very interested in understanding the suite of measures that you're putting forward to address some of the issues that are obviously being faced in the Byron context.

10 MS DAWES: Noting the time perhaps Michael can just very briefly address that and then more details will have to be in the written submissions.

DR COAKES: Okay. Thank you.

MR CROSBY: Thank you, Commissioner, appreciate the question here as well. Look, we are continuing to work with the State Government to provide them information under the data-sharing framework under the state-wide short-term rental accommodation framework. We have established an API to share critical data with the New South Wales Government. The New South Wales Government has a very clear understanding of how many properties are listed on the Airbnb platform, where  
20 they are and how frequently they are being used throughout the course of the year. They receive data from Airbnb on a daily basis through that API so there is a very clear understanding and we are continuing to educate our hosts about their compliance obligations and we are striving for a very strong culture of compliance ourselves within the New South Wales framework.

So we are certainly continuing to do proactive and very positive things with the New South Wales Government in support of what we see as a very positive and very workable sustainable set of state-wide regulations which is actually very robust and actually, I would say, globally-leading. In conversations that Airbnb has had with  
30 other state governments around Australia we've actually proposed a number of the elements of the New South Wales short-term rental accommodation framework, it's something that they may wish to consider for regulation of short-term rental in their jurisdictions as well.

I will just as well touch briefly on some of the measures that we've recently suggested might be helpful within this wider context. I think during the hearing last week one of the questions that we were asked was around a couple of proposals that Airbnb has put forward to help sort of support communities. On the 12 October last year Airbnb released a media release outlining our support for a suite of measures including in  
40 most states where there isn't currently a code of conduct and a registration scheme that they should possibly think about moving towards that.

We also suggested that there could be some benefit in starting a conversation with state governments around an opt-in visitor levy which could be paid by guests and provided to the local government area on an opt-in basis to help provide critical support for areas where there might be a lot of tourism and to actually address some of the infrastructure challenges that may exist in those communities including potentially looking at measure which would then be able to sort of lift the overall affordable housing stock for lower-paid and critical workers. So that particular release is available on our, on our website from the 12 October.

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DR COAKES: And, Michael, just a quick question on that. Obviously you've seen the application of those levies in other places so they've worked well in another context?

MR CROSBY: They, yes, they certainly can provide local government areas with, I suppose, additional revenue to address infrastructure deficits and noting that clearly one of the most challenging issues around a number of parts of Australia is affordable housing. We think that there could be an avenue to examine what options would be available provided by having additional, I guess, levies diverted to projects for critical housing for essential workers.

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DR COAKES: And are there examples of how, of those levies being applied in that way in other contexts from your knowledge?

MR CROSBY: May I take that one on notice because we'd like to sort of furnish a bit of extra context on that one in our written submission, I think that might be most helpful.

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DR COAKES: Okay. Richard and Juliet, any further questions? Richard, you're on mute, sorry.

MS GRANT: That's my trick.

PROF. MACKAY: Thank you. Thank you, Chair. It's Richard Mackay. I'm conscious that this is quite a short meeting and in light of the import of Airbnb as a platform providing the STRA service in Byron so I'm wondering if it would be possible for us perhaps to have a day or so to put some additional questions on notice. I mean, I'm particularly interested in that question about the actual current performance within the 90-day area so that we get something of a numeric dataset to underpin an understanding of the likely impact. So would it be okay if the

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Commission perhaps put some questions on notice back to Airbnb that might be addressed in the submission please?

MS DAWES: Yes, Commissioner, we would agree with that approach, thank you.

DR COAKES: And, you know, if there is any further relevant research or data that you can share with us given we do understand the confidentiality issue but if there are, if there are those datasets we would greatly appreciate that in assistance and in this process. So I am very conscious of time, we are five minutes over, would you like to  
10 make a closing, sort of some closing comments for us this morning? And we do apologise that it is a shorter, a short meeting.

MS DAWES: Thank you, Commissioner. I had wanted to give Katherine Cossyvas a moment to talk about the important gender issues and the like but, Katherine, we may have to deal with that in the written submissions in the interests of time unless there's something very short you wanted to say. Perhaps the distinction on the number of uses not just being tourism uses, perhaps if you could just mention that briefly and then I can close.

20 MS KATHERINE COSSYVAS: Yeah, sure. Katherine Cossyvas from Airbnb. As Ms Dawes mentioned, I think on the guest side there are a multitude of reasons that guests use short-term accommodation in Byron Shire other than holidays or leisure, I suppose, such as contract workers travelling for employment, you know, guests visiting family and friends or staying in hospitals or education facilities. You know, these facilities are - or workplaces may not necessarily be in those 365 zones which are, I suppose, more in the tourist, tourist zones or commercial precincts.

30 According to latest data from the North Coast Tourist Trends data published by Destination New South Wales trips taken for reasons other than holidaying such as visiting family and friends, business or other, as I mentioned, represented almost 50 per cent of all trips taken to the North Coast in the year ending June 2022. It's self-evident that a 90-day cap could be inconsistent with these uses and as Peter mentioned there's unlikely to be enough traditional accommodation to meet a demand in a capped environment.

40 So, indeed, non-hosted accommodation may be more appropriate for these uses as well because there are kitchen or laundry facilities that just don't, I suppose, lend themselves to, I guess, the tourism or holiday-use cases for short-term rental accommodation. There's also a broad range of accommodation, short-term accommodation options across a variety of price points and this would be significantly affected by a 90-day cap.

MS DAWES: Thank you, Katherine.

DR COAKES: And I think - I've just - - -

MS DAWES: Sorry, yes, of course.

DR COAKES: Sorry, Juliet has got her hand up.

10 MS GRANT: Sorry. I just wanted to build on that and maybe invite you to provide some data on that because if some of those longer term, you know, hospital stay or visiting relatives exceeds 21 days that's not included in the cap, from my understanding. So it would be good to really get an understanding of what that length of time is for that cohort of visitors because that may, in fact, not be restricted by the cap.

MS DAWES: Yes. And again I think that's something we'll seek to include in our written submissions moving forward, thank you.

20 MS GRANT: Thank you.

MS DAWES: So, Commissioners, unless there's any further questions I'll just do a brief, brief closing around the - - -

DR COAKES: Yes. No. Thank you.

MS DAWES: Thank you so much, Commissioner. So the concerns of Airbnb are essentially that there's no evidence that - certainly that we've seen - that would suggest that the properties that would be subject to the 90-day caps would transfer to  
30 the 365-day zone or to affordable long term rental accommodation and as you heard Mr Leyshon say - and the Commissioner is obviously aware of this as well - a number of these properties don't really sit in the affordable rental housing space, in any event. This is Byron Bay, there really are some extraordinarily beautiful properties there and the, and Mr Leyshon, in particular, noted that issue of the rentals but also the sort of numbers that we were looking at in the Urbis report I think it ended up being like 27 properties may potentially come onto market and you note, Commissioner, the comments about the split which will break through in rental - sorry - in the written submissions but that there isn't sufficient evidence at the moment of what the demand for rental accommodation or affordable rental accommodation in Byron Bay Council  
40 is at actually and if we're talking about maybe 27 properties coming on the market, if at all, there's a big if, as Mr Leyshon said, from a human behavioural aspect what that

percentage would be as a percentage of the demand for affordable rental accommodation in Byron remains to be seen and it's just if the figures are quite low that it might even just be a negligible impact, if any, on addressing affordable rental accommodation.

Mr Leyshon has spoken to the concerns of such a 90-day cap impacting the economy in Byron that is, is really reliant on its tourism economy and not just in the accommodation revenue but really in the important workers that are working in retail and hospitality who have been incredibly hard-hit by COVID and if, you know, we're  
10 just coming, we're all sort of starting to feel a little bit more normal now coming out of the COVID period but if they're going to get another sort of economic hit as a consequence of the 90-day cap, that's something really quite significant and the knock-on effect to the local communities really needs to be thought through before such a measure were to be implemented and whilst we opened by saying we're very concerned about the economic impacts, as you saw with Katherine's submission, really is the social and community impacts of the 90-day cap as well that really are at this core and it's unfortunate we didn't have a chance to unpack the gender impact as well but we will put some written submissions to the Commission on this because I  
20 understand the percentage of hosts that are women is 71 per cent and that's women that are using this to either supplement their income or is part of their income and if the, if statistically the 90-day cap will affect that revenue stream that's something to think about from a diversity perspective as well that we will address the Commission in our written, in our written submissions. And so in closing, Airbnb is wholeheartedly supportive of the 180-day cap. We see it as striking an appropriate balance from a planning and economic and social perspective. We really have quite legitimate concerns about the detrimental effects of a 90-day cap not just from an economic perspective but from a community and social perspective as well.

DR COAKES: Thanks, Ms Dawes. And I just notice Richard has his hand up.  
30 Richard.

PROF. MACKAY: Thank you, Chair. It's Richard Mackay, and I'm conscious we're about to close but thank you, Ms Dawes. I just, I just wanted to invite Airbnb to contemplate some of the oral submissions that were made to the Commission last week. There's certainly a lot of anecdotal evidence of local demand for long term housing, particularly the sort of lower socioeconomic group, the maintenance people, the cleaners, baristas and co that underpin the tourism agency and there's an argument being made to us that the tourism industry is, in fact, eating its own tail by providing more and more accommodation for tourists while at the same time not providing the  
40 accommodation for the retail and restaurant/café businesses that support that tourism and I think it would be very helpful if you would address that head-on please.

MS DAWES: Thank you, Commissioner.

DR COAKES: Thank you very much for your time this morning and we look forward to your response to our questions. Thank you.

MS DAWES: Thank you.

**MEETING CONCLUDED**

**[11.28am]**

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