



P.O. Box 3250
Ocean City, MD 21843
Reservations -1.800.633.1000
Customer Service -1.877.220.3788
www.cbvacations.com

August 5, 2014

Dear Mayor and Council,

Regarding the proposed regulation of rentals for many single family homes in Ocean City, which would prohibit rentals of less than four months, we fear our town may be headed toward a slippery slope if we begin to ban vacationers from Ocean City.

There is no doubt that the demographics of Ocean City have changed in recent years. The definition of family has changed as well but such changes are not unique to Ocean City, they are universal. We believe we should take great care to look at the bigger picture before we "kill a fly with a shotgun" as a solution to a seasonal problem. No Ocean City resident wants noisy vacationers staying near their home. We understand and respect the desire to correct these occurrences. We want that too. Consider however, that the majority of our vacationers, regardless of where they're staying, feel the same way.

If we were to restrict certain single family and mobile homes from the traditional weekly vacation rental market, for our company alone, we will be telling thousands of vacationers to take their business elsewhere. These are not visitors who will rent a condo or stay in a hotel instead. These are visitors who will relocate to places like the Delaware or North Carolina coasts and spend their money on retail, amusements and restaurants in those areas. They will advocate their vacation experience to their friends and extended families who will follow suit. They will stop talking about Ocean City, except perhaps in a negative way. Their repeat business and family traditions will be established elsewhere.

Tourism is the lifeblood of Ocean City. It is what affords us the quality of life we are fortunate enough to enjoy all year. For a short period of time we make way for an influx of others to enjoy it as well. When the Town is hosting a few hundred thousand visitors, noise happens, and maintaining a peaceful environment becomes a challenge. The Town of Ocean City and the OCPD have made great strides in meeting this challenge.

Providing accommodations to the public is not without risk. Our company works hard to ensure that the properties we represent are rented to families, but this of course does not guarantee a problem-free experience. Responding quickly to resolve the matter is essential. Typically the rental agreement for a short term rental affords the owner or agent the ability to promptly remove objectionable guests for any violation of the agreement. In cases where a rental is longer than four months, this option is not available. In these cases, a renter can only be removed by court order which is a lengthy process. Additionally, these long terms rentals are not subject to state sales tax or local occupancy tax.

In an area which is largely a secondary home market, the proposed restriction will negatively impact the value of properties whose owners purchased homes as an investment to offset expenses. Furthermore, it would reduce the pool of potential buyers for owners who wish to sell their property.

We do not want renters disrupting the peace of others, and we want the properties and areas where they are located to be protected and respected. Occupancy limits must be disclosed and enforced by the property owner and rental company. The renters need to be informed that if they break the rules they will be held responsible for their actions and removed from the property. Let's all try to improve the situation with better communication and education rather than send our valued visitors elsewhere.

Sincerely,


Christopher Mitchell, General Manager


Susan Holt, Regional Vice President