

Dear Council members,

My name is Daniela Elena Popescu and I've been an AirBnB host since July 2014. I currently work in Santa Monica, a mere 3 blocks from where I live, and I volunteer for a non-profit association for stray cats and dogs in my spare time. My husband relocated to US less than 2 years ago and he is in the process of learning the language and professional reorientation. He used to work as medical personnel in his native country and unfortunately for him he cannot do the same thing in US without taking a significant number of additional courses and tests.

My husband and I have a 2-bedroom apartment in West Los Angeles and we rent the second one to people who want to visit Los Angeles. We picked this apartment because I wanted to be close enough to the office to walk to work and he would like to save money on gas when he drives to school. In addition we only have one car.

I've always been an avid traveler and I knew a lot about Los Angeles, so naturally I wanted to be sort of an ambassador to the people who want to experience our city the way a local does. My husband shares the same mindset with me.

Sharing our home was one of the best decisions we ever took (besides getting married). This is a list of the benefits of home sharing:

- We contribute to the economy by paying Transient Occupancy Tax and income tax on all the revenue from home sharing
- We support the surrounding businesses by referring all our guests to the restaurants, gyms, malls and other clothes stores close to our place
- Less money the guests pay on accommodations, the more they spend shopping in the city. Each and every guest leaves lots and lots of shopping bags and boxes from merchandise bought from Los Angeles stores
- Because we live in close proximity to work, I don't need to drive, hence less pollution and I do my part to protect the environment. On the same token, my husband spends less time commuting to school. Our environmental footprint is smaller than the average Angelino.
- Our guests feel safer when they stay with us. They are getting advise on what to see and what to do in LA from a local rather than browsing through impersonal brochures in a lonely hotel lobby, where the services are most of the time apathetic and overpriced
- All our guests leave Los Angeles thinking this is a great city with very helpful people.
- Guests traveling alone feel more welcomed when they stay with us than if they stayed in a hotel. 100% of the guests report that they feel "at home" when they

Daniela Popescu

Web developer, Pet rescue volunteer and AirBnb Host

- stay with us and they wouldn't have the same feeling if they stayed in a hotel.
- We donate part of the home-sharing revenue to the non profit association for which I volunteer and our local church
- My husband can comfortably go on the professional path of his choosing as opposed to get the quickest and cheapest job to make ends meet. He will be able to get the proper vocational training and soon a better-paid job, which results in paying more income taxes.

Sharing our home allows us to do all of the above and it improved the quality of our lives significantly. It also improved the Los Angeles experience of each and every guest we ever hosted.

It goes without saying that we always put ourselves in the shoes of the guests. We try to make their trip memorable enough so that they want to come back to Los Angeles all while helping the economic ecosystem in our neighborhood. We always respect hygiene standards (clean the room thoroughly and offer them all the necessary toiletries, clean towels and sheets). For transparency's sake, we inform the guests about the Transient Occupancy Tax.

Our guests are a combination of people coming to work or study, people visiting family (and don't have enough room in the relative's apartment) and people who want to visit LA, but can't afford to pay a lot to stay in a hotel closer to the beach.

We have fond memories of all our guests and we kept in touch with over 50% of them. We have a guest book where everybody leaves notes for us. They write anything from what we could do to improve their stay to how much we made their trip so much more fun than if they stayed in a hotel. We are happy to share this guest book with you.

What better ambassadors of Los Angeles than the people who live in and love this city!

Respectfully,
Daniela Popescu!
310-404-6668