

**Sender:** Marc Andreessen <pmarca@a16z.com>  
**Sent:** Monday, November 09, 2015 3:12:28 PM  
**Recipient:** Rahm Emanuel <mayor\_re@rahmemail.com>  
**Subject:** Re: Chicago - Important

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Muchos gracias.  
Marc

Marc Andreessen  
[pmarca@a16z.com](mailto:pmarca@a16z.com)

On Mon, Nov 9, 2015 at 4:57 AM -0800, "Rahm Emanuel" <[mayor\\_re@rahmemail.com](mailto:mayor_re@rahmemail.com)> wrote:

I will have my staff arrange

Sent from my iPhone

On Nov 8, 2015, at 10:04 PM, Marc Andreessen <[pmarca@a16z.com](mailto:pmarca@a16z.com)> wrote:

Mr. Mayor --

My colleagues at AirBNB are hoping to get a few minutes of your time to discuss the shifting home sharing regulatory landscape.

Detail below. I figured I'd just forward you this directly so you can see the straight stuff if you're interested.

The ask is a meeting with Chris Lehane who is now the head of global policy at AirBNB. And I'm sure Brian Chesky (CEO) can join if you'd like.

You may have seen the anti-home sharing Proposition F got shellacked in SF last week -- but we want to keep putting our best foot forward as each city figures out the right path for itself.

Thank you,  
Marc

## **Forwarded conversation**

**Subject: Fwd: Chicago - Important**

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**From:** Ted Ulyot <[tullyot@a16z.com](mailto:tullyot@a16z.com)>  
**Date:** Fri, Nov 6, 2015 at 6:52 PM  
**To:** Marc Andreessen <[pmarca@a16z.com](mailto:pmarca@a16z.com)>

Marc -- as detailed below, Airbnb (specifically Chris Lehane) has asked if you'd be willing to call Rahm Emanuel next week.

-- The purpose would be to ask/encourage Rahm to take a meeting with Airbnb about some new

(and potentially unfavorable) regulations that Chicago is considering. (Regs that Rahm has NOT been deeply involved in.)

-- Message would basically be: on the heels of the good pro-innovation outcome in SF (Prop F), we hear that Chicago is at risk of adopting some bad/misguided regs affecting the home-sharing sector.

-- Airbnb has a lot of experience helping cities (like Philadelphia) devise good rules that balance city interests with host/sharing economy interests.

-- we'd appreciate it if you Rahm would be willing to meet with Chris Lehane and others from Airbnb so they can present their case to you (Rahm) directly.

(This is a pretty unusual ask of you by Airbnb so I am happy to tell them sorry, Marc does not do this kind of thing. But, given what I understand to be a pretty good relationship between you and Rahm, I figured I'd pass along the request.)

(One alternative could be to have Lutwak call Rahm's office, because he has a good contact there. But clearly Airbnb thinks a Marc-Rahm call would have biggest impact.)

Ted

Begin forwarded message:

**From:** Chris Lehane <[chris.lehane@airbnb.com](mailto:chris.lehane@airbnb.com)>  
**Date:** November 6, 2015 at 9:05:33 AM PST  
**To:** Ted Ulyot <[tullyot@a16z.com](mailto:tullyot@a16z.com)>  
**Subject:** Chicago - Important

Ted - hoping we can have Marc call Rahm sooner rather than later on the below (Marc could suggest I can fly to Chicago and meet with the Mayor or his team - our Intel is that the Mayor is not fully aware of what the bureaucrats have been working on):

Background:

The currnt regulations in Chicago were designed for professional B&Bs and do not work for home sharing.

The city agrees they need to change, and last Spring they started the process of researching and designing new regs.

We did what we could to help. Our team met with the Mayor's staff and provided thorough (non-public) data on our host community (how often they do this, how many units they have, and where they live).

There are a few local Aldermen who oppose this and have asked the city to go after hosts who don't register as B&Bs.

Where we are now:

Chicago has been quietly drafting new regs since early summer.

We know they are close to complete, but are concerned about the direction things are going. We have been told that the regs will contain several items that don't work for

home sharing, including:

- Registration: Regular Chicagoans who do this occasionally in the privacy of their home should not have to go register. Registration with cities has simply not worked and in the two cities where they did this it has become a big political headache for the mayor. Cities like Philadelphia addressed this by requiring registration only if one was doing short term rentals at an intense level (90 days) or, like San Jose and many mega European cities (London, Paris, Amsterdam, etc) by allowing the registration to be done via the platform and then passed through by having the platform provide info to the tax collection office.

- Regressive Fees: Airbnb is already collecting and remitting taxes, the hosts also pay income tax, and adding a fee on top of this is burdensome for middle class residents who are paying their share. We don't know the size of the fees. Fees should not be applied to middle class people seeking to use their home for supplemental income, especially since the traditional fee collected for hotels - the ToT - is already being collected and paid for. Why should a middle class family be taxed more than a major corporate hotel It is exceptionally regressive.

What we are hoping to accomplish:

The opportunity to discuss these draft regulations before they are widely shared.

Airbnb has learned a great deal from cities like Philly about what works and what doesn't work.

We want to work closely with Chicago towards a model like Philly, and ensure it works for Chicago's unique housing and tourism needs

It's important that Chicago not see Airbnb hosts as analogous to Bed and Breakfasts. They are not.

Home sharing is an economic lifeline for middle class families who do this only occasionally to pay bills.

They rarely make more than \$10K a year on the platform. Since hosts are generally not professional, it is exceptionally burdensome to require something like registration and fees. For a host who does this a couple times per month this is not practical.

Key Facts:

The economic impact of Airbnb activity in Chicago is over \$200M/year.

We have about 4,500 hosts in the city, and their most common profession is education and health services.

4 out of 5 hosts are renting their primary residence.

We are collecting and remitting city taxes on behalf of our hosts.

Airbnb wants to be a partner and donated \$150K to Chicago parks district.

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From: **Marc Andreessen** <[pmarca@a16z.com](mailto:pmarca@a16z.com)>  
Date: Fri, Nov 6, 2015 at 6:59 PM  
To: Ted Ulyot <[tullyot@a16z.com](mailto:tullyot@a16z.com)>

I can try!

Marc Andreessen  
[pmarca@a16z.com](mailto:pmarca@a16z.com)

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Marc Andreessen  
[pmarca@a16z.com](mailto:pmarca@a16z.com)

**Sender:** Rahm Emanuel <mayor\_re@rahmemail.com>  
**Sent:** Tuesday, December 15, 2015 10:04:08 PM  
**Recipient:** Marc Andreessen <pmarca@a16z.com>  
**Subject:** Re: airbnb followup

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My office will call to schedule

Sent from my iPhone

On Dec 15, 2015, at 4:02 PM, Marc Andreessen <pmarca@a16z.com> wrote:

Yes free in about half an hour  
650 [REDACTED]

Marc Andreessen  
[pmarca@a16z.com](mailto:pmarca@a16z.com)

On Tue, Dec 15, 2015 at 2:01 PM -0800, "Rahm Emanuel" <mayor\_re@rahmemail.com> wrote:

Can I call and discuss on the phone? My number is 312 744 [REDACTED]

Sent from my iPhone

On Dec 15, 2015, at 3:57 PM, Marc Andreessen <pmarca@a16z.com> wrote:

If the Q is when would the new person start at Airbnb, the thought is Feb. Is that ok?

Marc Andreessen  
[pmarca@a16z.com](mailto:pmarca@a16z.com)

On Tue, Dec 15, 2015 at 5:04 AM -0800, "Rahm Emanuel"  
<mayor\_re@rahmemail.com> wrote:

Can we discuss timing or an arraignment

Sent from my iPhone

On Dec 15, 2015, at 5:22 AM, Marc Andreessen <pmarca@a16z.com> wrote:

Mr. Mayor --

Got the debrief from the AirBNB team.

(a) Thanks for your time, I know you couldn't be busier.

(b) The company is looking forward to bringing onboard their new

senior policy lead from Chicago who we know is a strong supporter of yours.

(c) We appreciate all the thoughtful work by your team.

Please let me know anytime I can help with anything.

Marc

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Marc Andreessen  
[pmarca@a16z.com](mailto:pmarca@a16z.com)

**Sender:** Marc Andreessen <[pmarca@al6z.com](mailto:pmarca@al6z.com)>  
**Sent:** Saturday, January 9, 2016 4:46:04 AM  
**Recipient:** Rahm Emanuel <[mayor\\_re@rahmemail.com](mailto:mayor_re@rahmemail.com)>  
**Subject:** Re: followup

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I know you're dealing with bigger issues. Appreciate any attention.

Marc Andreessen  
[pmarca@al6z.com](mailto:pmarca@al6z.com)

On Fri, Jan 8, 2016 at 8:20 PM -0800, "Rahm Emanuel" <[mayor\\_re@rahmemail.com](mailto:mayor_re@rahmemail.com)> wrote:

Let me get first.

Sent from my iPhone

On Jan 8, 2016, at 10:04 PM, Marc Andreessen <[pmarca@al6z.com](mailto:pmarca@al6z.com)> wrote:

Mr Mayor --

Couple followups:

1 On the issue of the person AirBNB is hiring, the company reports working with your staff and March 1 being an OK start date. If this is NOT the case they will modify, just let me know.

2 It doesn't sound like the legislation crafting is heading in a good direction. The company reports that the current draft from your team is even more onerous than San Francisco's Prop F which was proposed and defeated soundly here. The company is a bit puzzled because they thought the approach would be more like what San Jose or Philly are doing, vs what the extremists in SF unsuccessfully went for. I wanted to flag so that you're not surprised if it moves forward and the company opposes it. They remain keen to figure out a good balance.

Happy to discuss either/both and help however I can -- 650 [REDACTED].

Best,  
Marc

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Marc Andreessen  
[pmarca@al6z.com](mailto:pmarca@al6z.com)

**Sender:** Mark Kelly <[REDACTED]>  
**Sent:** Monday, June 6, 2016 2:14:17 AM  
**Recipient:** Rahm Emmanuel <emanuel.rahm@gmail.com>;Rahm Emmanuel  
<mayor\_re@rahmemail.com>

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Hi Rahm,  
Hope you are doing well. The leadership at AirBnB asked me if I could reach out to you to see if you would meet with them. I know there are some policy issues that are being sorted out with the city and they feel the face to face meeting with you would be very helpful. Appreciate any help. Thanks. Mark

**Sender:** Mark Kelly <[REDACTED]>  
**Sent:** Tuesday, June 7, 2016 11:13:44 AM  
**Recipient:** Rahm Emanuel <mayor\_re@rahmemail.com>  
**Subject:** Re:

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Have you been able to give this some thought? Mark  
On Sun, Jun 5, 2016, 9:22 PM Rahm Emanuel <mayor\_re@rahmemail.com  
<mailto:mayor\_re@rahmemail.com> > wrote:

Let me think about it

Sent from my iPhone

> On Jun 5, 2016, at 9:14 PM, Mark Kelly <[REDACTED]> <mailto:[REDACTED]> > wrote:  
>  
> Hi Rahm,  
> Hope you are doing well. The leadership at AirBnB asked me if I could reach out to you to see if you would meet with them. I know there are some policy issues that are being sorted out with the city and they feel the face to face meeting with you would be very helpful. Appreciate any help. Thanks. Mark

**Sender:** Mark Kelly <[REDACTED]>  
**Sent:** Thursday, June 9, 2016 11:42:32 AM  
**Recipient:** Rahm Emmanuel <mayor\_re@rahmemail.com>  
**Subject:** Airbnb

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Yea or Nay?  
Can you take the meeting?

M

**Sender:** Mark Kelly <[REDACTED]>  
**Sent:** Monday, June 13, 2016 2:13:56 PM  
**Recipient:** Rahm Emmanuel <emanuel.rahm@gmail.com>;Rahm Emmanuel  
<mayor\_re@rahmemail.com>

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Rahm

Have you made a decision on meeting with AirBnB? They are and will continue to be a global game changing company. They are just looking for a chance to discuss their issues with you and state their case. I only continue to reach out because you said you would "think about it." Please let me know. Thanks. Mark