



March 11, 2025

The Honorable Sandra O'Brien  
Ohio Statehouse  
1 Capitol Square, Room 125  
Columbus, OH 43215

Dear Senator O'Brien,

On behalf of Destination Mansfield-Richland County, I am writing to express my opposition to Senate Bill 104 as introduced on February 14, 2025. We believe SB104 would be detrimental to the tourism industry and local governments' ability to pass and enforce reasonable regulations regarding short-term rental properties (STRs).

We appreciate the inclusion of the collection and remittance of lodging taxes on transactions made by STRs in the language of the bill. However, until STRs are *fully* included in our state taxation structure, businesses engaging in the exact same taxable activity will continue to be treated unequally. Convention and Visitors Bureaus continue to be supportive of and promote short-term rentals, but we do not believe they should be able to continue skirting participation in the market designed to promote the areas in which they operate.

Just as the U.S. Supreme Court reasoned in its 2016 decision of *South Dakota v. Wayfair*, historical taxation of business activities becomes outdated and effectively causes market distortions with modern technology giving advantages to certain business models over others. 138 S.Ct. 2094 (2018). These market distortions are becoming more apparent due to unfair taxation of lodging establishments—particularly around STRs excused from the sales tax. SB104 would exacerbate this problem, furthering the advantage given to one seller over another despite engaging in the same business and often competing for the same customers.

Another concern of ours deals with a local government's inability to regulate STRs as the bill does. But all regulations ultimately end in prohibition. If a small popular vacation town votes to limit their short-term rentals to 50 units, the 51<sup>st</sup> unit is prohibited. SB104 would prohibit a local government from passing such an ordinance. CVBs would rather work with their local officials to craft policy that best fits their community. The authority to deal with those issues should not be taken away at the state level.

Destination Mansfield-Richland County looks forward to working together with all industry partners on comprehensive legislation that addresses the broader issues associated with short-term rental properties in Ohio. Please feel free to contact me directly should you have any questions at this time or in the future related to this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Lee Tasseff", written over a horizontal line.

Lee Tasseff  
President