

PSLU Committee

From: RPC Oswald <rpc.oswald@gmail.com>
Sent: Monday, August 05, 2019 9:18 PM
To: PSLU Committee
Subject: Bill 145 (2018), the amendment to the Pa'ia-Ha'iku Community Plan (1995) should continue to permit 88 Haiku B&B licenses.

4 August 2019

Kalana O Maui Building, 8th floor
200 S. High St.
Wailuku, Hawaii 96793

RE: Bill 145 (2018), the amendment to the Pa'ia-Ha'iku Community Plan (1995) should **continue to permit 88 Haiku B&B licenses**.

Legally permitted Bed & Breakfasts in Haiku are small businesses owned and operated by local residents, quietly benefiting the State, County, and local Haiku communities.

Aloha Planning Sustainable Land Use Committee:

As resident owner-operators of Tranquil Palms B&B in Haiku (License BBPH20180002), we respectfully request your support of permitted Bed & Breakfast (B&B) operations in County Bill 145 (2018) amendment to the Pa'ia-Ha'iku Community Plan (1995).

In your thoughtful and fair weighing of the pro- and con-arguments of this very important detail of the Community Plan, we offer for your consideration:

B&Bs belong in Haiku. As recognized by the current Community Plan, B&Bs are a good, appropriate, and proper use of the land that contribute to a healthy and diverse business environment.

- Our own B&B business will generate and pay at least \$10,000 more in taxes than if our property's use was purely residential.
- B&Bs are tiny but powerful economic engines, employing the services of cleaners and housekeepers, landscapers, and trades such as plumbing, electrical, and carpentry.
- Our Tranquil Palms B&B will spend over \$25,000 this year on such services – and they are all provided by local businesses that also pay General Excise Tax.

Quietly operating in the background of our Haiku neighborhoods, B&Bs operated by their resident-owners are an unnoticed yet integral part of our community.

- The modest income of their home-based business means that B&B owners are leaving other employment opportunities open for other Maui workers.

- When meeting a neighbor for the first time, they typically tell us, “I never knew you were here.”
 - Although not so fine in a marketing sense, it is totally fine with us in a good-neighbor sense.

B&Bs are not in competition with the condo/resort hotel industry.

- Community Planners must understand this important aspect of B&B renters: B&Bs serve a very particular subset of visitors who will stay only in residential accommodations.
 - Were B&B accommodations not available in Maui County, then such a visitor would choose a neighbor-County – or perhaps even a non-Hawaii destination – where B&Bs are offered.
- The B&B-seeker will *not* book a reservation at a resort condo/hotel instead of a B&B.
- For this reason, it must be understood that B&Bs are *not* competing with the big vacation resort condo/hotels.
 - The two vacation experiences are so different, B&Bs and resort condo/hotels are really two disparate segments of the travel accommodation market.
- The news media recently reported that, in Hawaii, the average number of total dollars spent by visitors has decreased.
 - This means that B&Bs could be more valuable than ever to the Maui tourism industry, as a means to retain visitor trips that might otherwise be lost to other lower-cost destinations.

The NIMBY argument - Some local residents would have vacation rentals – including B&Bs – banned entirely from Haiku while allowing them elsewhere in the County.

- But this “Not In My Backyard” (aka “NIMBY”) position is neither moral nor just.
- The benefits of the Maui tourism industry benefit ALL of Maui – Haiku included.
- And so it is only fair that all who share in those benefits also be willing to share their community with the B&Bs that are helping to generate it.
- An interesting question for a NIMBY resident who opposes allowing B&Bs in Haiku would be to ask:

“In exchange for banning vacation rentals in Paia-Haiku, the area would no longer receive the government services funded by Maui tourism.”

Would that resident agree to pay more taxes to continue to receive what had been visitor-paid-for government services? We suspect not.

And we suspect that the NIMBY resident would see the unfairness of their enjoying the benefits of B&Bs, while banishing them to other Maui neighborhoods.

- Haiku – like all of Maui – should continue to welcome to our visitor-friends. It’s moral and right, it’s good business, and it’s the Aloha Spirit.

Conclusion: We LIKE visitors, and visitors are GOOD for Haiku – just as they are good for Maui County.

- NIMBY-opposition to visitor accommodations is based on an unfounded belief that the visitors behave badly. No one wants to live next to a “party house” – ourselves included.
- But the focus should be on undesirable bad behavior by anyone – whether visitor or not.
 - The remedy for unlawful bad behavior by anyone is by means of law enforcement.
 - Licensed B&Bs are held to even higher standards, such as enforced quiet hours, vehicle parking and occupancy limits, etc.
 - A B&B’s failure to enforce these higher standards can result in loss of the B&B license, and closure of the B&B business.
 - Therefore, with proper enforcement, B&B residences should be among our quietest and best-behaved neighbors.
- Indeed, our own B&B guests are among the best-behaved, nicest folks we’ve ever met. They are excited and thankful to be on Maui, and the best part of B&B hosting is continually seeing this wonderful place through the eyes of our Guests – as if for the first time.
 - Our visitors care about Maui, and always want to be gentle and tread lightly while here.
 - From reef-safe sunscreen and not touching the coral, to not bothering the honu, to dropping-off recyclables at the Redemption Center, our visitors want to do the right thing. And for that they should be appreciated and welcomed.
 - On the other hand...
 - The guy angrily tailgating me on Hana Highway because I’m driving the posted speed limit... is NOT a visitor.
 - The guy not waving or acknowledging when I let him in ahead of me in traffic... is NOT a visitor.
 - The guys with the...

Unmuffled car engines loudly peeling tires,
Too-dark windows and 10,000-watts of bass,
Loud motorcycles driving as LOUDLY as possible,
Dogs that are barking, aggressive, and unleashed (sometimes all three!)

... are NOT visitors.

B&B visitors are a welcome asset to Haiku and all of Maui.

Please support the continued allowance of 88 B&B licenses in the Paia-Haiku Community Plan.

Mahalo for your consideration.

Respectfully submitted,



Robert & Stephanie

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