

April 30, 2020

Mr. Jimmy Morales
City Manager
City of Miami Beach
1700 Convention Center Drive
Miami Beach, FL 33139

Dear Mr. Morales:

First, I want to thank you, the Mayor, and City Commission for your leadership during this unprecedented global pandemic. As a hospitality operator in the City of Miami Beach, I appreciate your commitment to making thoughtful, yet difficult, decisions to safeguard the public's health and the City's finances.

While I believe most of the actions taken by our City government have been measured, fair, and reasonable, I believe the absolute prohibition on hotel operations – even for Essential Lodgers and First Responders – is unduly restrictive and inconsistent with best practices.

Almost every significant government body in the region – including Miami-Dade County, Broward County, Palm Beach County, City of Miami, City of Coral Gables, City of Ft. Lauderdale, City of West Palm Beach, etc. – has strictly limited hotel operations however allowed them to remain open to “*Essential Lodgers*,” defined in Miami-Dade County Emergency Order 09-20 to include first responders, healthcare professionals, and patients' families, among other categories. This is consistent with similar, carefully-calibrated measures implemented in major cities throughout the country.

Miami Beach's absolute prohibition on lodging operations is simultaneously putting into jeopardy the survival of local businesses and hurting Essential Lodgers, especially those working on the Beach. Hence, I am respectfully requesting that you modify the City's Emergency Order to allow Essential Lodgers to stay on Miami Beach. You can take extra precautions to protect the public's health and ensure compliance with the rules. For example, you can:

- Require participating operators to submit a COVID-19 Operations Plan to understand the precautionary measures adopted by each operator (Sonder is ideally positioned to operate under the current circumstances as our buildings/units are equipped with keypad-entry technology, and serviced through mobile apps, meaning no in-person interaction with between guests and employees is necessary).
- Monitor reservation requests and audit any operator's compliance of bookings with Essential Lodger requirement. (Sonder has implemented a screening process that requires each potential guest to qualify as an Essential Lodger pursuant the

definition of MDC Emergency Order 09-20 prior to confirming their booking. Outside of Miami Beach, we are screening out more than 50% of incoming reservation requests due to this restriction.).

- Begin by allowing hospitality operators to ***accept bookings only for apartment-style units with fully-equipped kitchens***, thus enabling Essential Lodgers to remain in their units when not fulfilling their essential functions (Sonder manages 53 such units in Miami Beach with fully-equipped kitchens and in-unit washer/dryers)

I urge you to consider the experiences of other major cities and, at a minimum, allow uniquely-situated operators like Sonder to keep our doors open and serve our community. I wish you the best of luck as you continue to navigate the City through this challenging time.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Samuel Artmann', with a long horizontal flourish extending to the right.

Samuel Artmann
General Manager
Sonder USA Inc.

Cc: Mayor Dan Gelber
Commissioner Micky Steinberg
Commissioner Mark Samuelian
Commissioner Michael Gongora
Commissioner Steven Meiner
Commissioner Ricky Arriola
Commissioner David Richardson