

**VOLUNTARY COLLECTION AGREEMENT
FOR
LEON COUNTY TOURIST DEVELOPMENT TAX**

THIS VOLUNTARY COLLECTION AGREEMENT (the “**Agreement**”) is dated _____, 2017 and is between **AIRBNB, INC.**, a Delaware corporation (“**Airbnb**”), and Leon County, Florida, a charter county and political subdivision of the State (“**County**”). Each party may be referred to individually as a “**Party**” and collectively as the “**Parties.**”

RECITALS:

WHEREAS, Airbnb represents that it provides an Internet-based platform (the “**Platform**”) through which third parties offering accommodations (“**Hosts**”) and third parties booking such accommodations (“**Guests**”) may communicate, negotiate and consummate a direct booking transaction for accommodations to which Airbnb is not a party (“**Booking Transaction**”); and

WHEREAS, the County and Airbnb enter into this Agreement voluntarily in order to facilitate the reporting, collection and remittance of applicable tourist development taxes (“**TDT**”) imposed under Chapter 11, Article III, Leon County Code of Laws, as amended (the applicable “**Code**”) for Booking Transactions completed by Hosts and Guests on the Platform for accommodations located in Leon County (the “**Taxable Booking Transactions**”);

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL COVENANTS, PROMISES AND AGREEMENTS CONTAINED HEREIN, THE PARTIES AGREE AS FOLLOWS:

(A) Pursuant to the terms and conditions of this Agreement, including only for periods in which this Agreement is effective (defined below), and solely for Taxable Booking Transactions completed on the Platform, Airbnb agrees contractually to assume the duties of a TDT dealer as defined in the Code (hereinafter referred to as a “**Dealer**”).

(B) Starting on _____ (the “**Effective Date**”), Airbnb agrees to commence collecting and remitting TDT, pursuant to the terms of this Agreement, at the applicable rate, on Taxable Booking Transactions. Except as set forth in Paragraph (K) below, Airbnb shall not assume any obligation or liability to collect TDT for any period or for any transaction prior to the Effective Date or after the termination of this Agreement.

REMITTANCE OF TDT

(C) Airbnb agrees reasonably to report aggregate information on the tax return form prescribed by the County, or its designee, including an aggregate of gross receipts, exemptions and adjustments, and taxable receipts of all TDT that is subject to the provisions of this Agreement, and it shall remit all TDT collected from Guests in accordance with this Agreement and Airbnb's Terms of Service (www.airbnb.com) (the "TOS") in the time and manner described in the Code or as otherwise agreed to in writing by the Parties.

AIRBNB LIABILITY

(D) Pursuant to the terms of this Agreement, Airbnb agrees contractually to assume liability for any failure to report, collect and/or remit the correct amount of TDT, including, but not limited to, penalties and interest, lawfully and properly imposed in compliance with the Code. Nothing contained herein nor any action taken pursuant to this Agreement shall impair, restrict or prevent Airbnb from asserting that any TDT and/or penalties, interest, fines or other amounts assessed against it were not due, are the subject of a claim for refund under applicable law or otherwise bar it from enforcing any rights accorded by law.

AUDIT

(E) During any period for which Airbnb is not in breach of its obligations under this Agreement, the County, through its designated auditor under the Code, agrees to audit Airbnb on the basis of TDT returns and supporting documentation, and agrees not to directly audit any individual Guest or Host relating to Taxable Booking Transactions unless and until an audit of Airbnb by the County, or its designee has been conducted with the matter unresolved. The County, or its designee reserves the right to audit any individual Airbnb Host for activity that has been brought to the attention of the County, or its designee in the form of a complaint or other means independent of this Agreement or independent of data or information provided pursuant to this Agreement.

(F) The County, or its designee agrees to audit Airbnb on an anonymized transaction basis for Taxable Booking Transactions. Airbnb shall not be required to produce any personally identifiable information relating to any Host or Guest and/or relating to any Booking Transaction in connection with an audit or otherwise unless and until an audit of Airbnb by the County, or its designee has been conducted with the matter unresolved. Airbnb acknowledges that a complete

record of the property must be contained in its records pursuant to Sections 125.0104, 212.03, and 212.13, Florida Statutes, and the Code.

(G) Airbnb, Inc. agrees to register as a Dealer for the reporting, collection and remittance of TDT under this Agreement and will be the registered Dealer on behalf of any affiliate or subsidiary collecting TDT.

GUEST AND HOST LIABILITY

(H) During any period in which this Agreement is effective relating to Taxable Booking Transactions, provided Airbnb is in compliance with its obligations herein, Hosts shall be relieved of any obligation to collect and remit TDT on Taxable Booking Transactions, and shall be permitted but not required to register individually with the County, or its designee to collect, remit and/or report TDT. Nothing in this Agreement shall relieve Guests or Hosts from any responsibilities with respect to TDT for transactions completed other than on the Platform, or restrict the County, or its designee from investigating or enforcing any provision of applicable law against such users for such transactions.

NOTIFICATION TO GUESTS AND HOSTS

(J) Airbnb agrees, for the purposes of facilitating this Agreement, and as required by its TOS, that it will notify (i) Hosts that TDT will be collected and remitted to the County, or its designee as of the Effective Date pursuant to the terms of this Agreement; and (ii) Guests and Hosts of the amount of TDT collected and remitted on each Taxable Booking Transaction.

LIMITATION OF APPLICATION

(K) This Agreement is solely for the purpose of facilitating the administration and collection of the TDT with respect to Taxable Booking Transactions and, except with respect to the rights and liabilities set forth herein, the execution of or actions taken under this Agreement shall not be considered an admission of law or fact or constitute evidence thereof under the Code or any other provisions of the laws of the United States of America, of any State or subdivision or municipality thereof. Neither Party waives, and expressly preserves, any and all arguments, contentions, claims, causes of action, defenses or assertions relating to the validity or interpretation or applicability of the Code, regulations or application of law.

DURATION/TERMINATION

(L) This Agreement may be terminated by either Party for convenience on 30 days written notification to the other Party. Such termination will be effective on the first day of the

calendar month following the 30 day written notification to the other Party. Any termination under this Paragraph shall not affect the duty of Airbnb to remit to the County, or its designee any TDT collected from Guests up through and including the effective date of termination of this Agreement, even if not remitted by Airbnb to the County, or its designee as of the date of termination.

MISCELLANEOUS

(M) CHOICE OF LAW. This Agreement, its construction and any and all disputes arising out of or relating to it, shall be interpreted in accordance with the substantive laws of the State of Florida without regard to its conflict of law principles.

(N) MODIFICATION. No modification, amendment, or waiver of any provision of this Agreement shall be effective unless in writing and signed by both Parties.

(O) MERGER AND INTEGRATION. This Agreement contains the entire agreement of the Parties with respect to the subject matter of this Agreement, and supersedes all prior negotiations, agreements and understandings with respect thereto.

(P) COUNTERPARTS. This Agreement may be executed in any number of counterparts, each of which shall be deemed an original, and all of which, when taken together, shall constitute one and the same instrument. The Agreement shall become effective when a counterpart has been signed by each Party and delivered to the other Party, in its original form or by electronic mail, facsimile or other electronic means. The Parties hereby consent to the use of electronic signatures in connection with the execution of this Agreement, and further agree that electronic signatures to this Agreement shall be legally binding with the same force and effect as manually executed signatures.

(Q) RELATIONSHIP OF THE PARTIES. The Parties are entering into an arm's-length transaction and do not have any relationship, employment or otherwise. This Agreement does not create nor is it intended to create a partnership, franchise, joint venture, agency, or employment relationship between the Parties. There are no third-party beneficiaries to this Agreement.

(R) WAIVER AND CUMULATIVE REMEDIES. No failure or delay by either Party in exercising any right under this Agreement shall constitute a waiver of that right or any other right. Other than as expressly stated herein, the remedies provided herein are in addition to, and not exclusive of, any other remedies of a Party at law or in equity.

(S) FORCE MAJEURE. Neither Party shall be liable for any failure or delay in performance under this Agreement for causes beyond that Party's reasonable control and occurring without that Party's fault or negligence, including, but not limited to, acts of God, acts of government, flood, fire, civil unrest, acts of terror, strikes or other labor problems (other than those involving Airbnb employees), computer attacks or malicious acts, such as attacks on or through the Internet, any Internet service provider, telecommunications or hosting facility. Dates by which performance obligations are scheduled to be met will be extended for a period of time equal to the time lost due to any delay so caused.

(T) ASSIGNMENT. Neither Party may assign any of its rights or obligations hereunder, whether by operation of law or otherwise, without the prior written consent of the other Party (which consent shall not be unreasonably withheld). Notwithstanding the foregoing, Airbnb may assign this Agreement in its entirety without consent of the other Party in connection with a merger, acquisition, corporate reorganization, or sale of all or substantially all of its assets, and the County may assign this Agreement or any of its rights, obligations or duties hereunder, to its designated auditor or otherwise under the Code, without the consent of the other Party.

(U) MISCELLANEOUS. If any provision of this Agreement is held by a court of competent jurisdiction to be contrary to law, the provision shall be modified by the court and interpreted so as best to accomplish the objectives of the original provision to the fullest extent permitted by law, and the remaining provisions of this Agreement shall remain in effect.

NOTICES

(V) All notices under this Agreement shall be in writing and shall be deemed to have been given upon: (i) personal delivery; (ii) the third business day after first class mailing postage prepaid; or (iii) the second business day after sending by overnight mail or by facsimile with telephonic confirmation of receipt. Notices shall be addressed to the attention of the following persons, provided each Party may modify the authorized recipients by providing written notice to the other Party:

To Airbnb:

Airbnb, Inc.
Attn: General Counsel
888 Brannan Street, 4th Fl.
SF, CA 94103
legal@airbnb.com

Airbnb, Inc.
Attn: Global Head of Tax
888 Brannan Street, 4th Fl.
SF, CA 94103
tax@airbnb.com

To the County:

Leon County Tourist Development
Council
Attn: Kerri Post, Director
106 E Jefferson Street
Tallahassee, FL 32301
PostK@leoncountyfl.gov

IN WITNESS WHEREOF, Airbnb and the County have executed this Agreement effective on the date set forth in the introductory clause.

AIRBNB, INC., a Delaware corporation

By: _____
Signature of Authorized Representative

Beth Adair, Global Tax Director

Name and Title of Authorized Representative

LEON COUNTY, FLORIDA

By: _____
JOHN E. DAILEY, CHAIRMAN
BOARD OF COUNTY COMMISSIONERS

ATTESTED:
GWEN MARSHALL, CLERK OF COURT
& COMPTROLLER
LEON COUNTY, FLORIDA

By: _____

APPROVED AS TO FORM:
LEON COUNTY ATTORNEY'S OFFICE

By: _____
HERBERT W. A. THIELE, ESQ.
COUNTY ATTORNEY