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**OMB  
FALL 2020  
REVENUE  
ESTIMATING  
CONFERENCE  
12/02/2020**

PRESENTER:

RICHARD T. EVANGELISTA, ESQ

COMMISSIONER

OMB FALL 2020 REVENUE ESTIMATING CONFERENCE 12/02/2020

# DIVISION OF LICENSING

DIRECTOR HORACE GRAHAM

## FISCAL YEAR 2017 COMBINED LICENSING STATISTICAL REPORT

FISCAL YEAR 2020 COMBINED LICENSING STATISTICAL REPORT											
Tuesday, October 1, 2016											
Wednesday, November 30, 2017											
	NUMBER OF LICENSES	NUMBER OF BUSINESSES	LICENSE FEES	MISC. FEES/ PENALTIES	VENDOR PLAZA	POLICE FEES	DPNR FEES	FIREARMS AMMUNITION	BOUNCE CHECKS	TOTALS	
ST. THOMAS	9241	5423	\$1,605,757.00	\$252,247.70	\$13,294.50	\$5,412.00	\$11,220.00	\$2,573.00	\$50.00	\$1,890,554.00	59%
ST. CROIX	4824	2869	\$966,337.30	\$91,635.82	0	\$5,484.00	\$8,220.00	\$2,804.80	\$183.32	\$1,074,665.00	33%
ST. JOHN	1805	2981	\$225,831.20	\$19,922.10	0	\$1,416.00	\$2,380.00	\$273.00	\$50.00	\$249,872.30	8%
Y-T-D TOTALS	15870	11273	\$2,797,925.50	\$363,805.60	\$13,294.50	\$12,312.00	\$21,820.00	\$5,650.80	\$283.32	\$3,215,091.30	100%

OMB FALL 2020 REVENUE ESTIMATING CONFERENCE 12/02/2020

## FISCAL YEAR 2018 COMBINED LICENSING STATISTICAL REPORT

FISCAL YEAR 2020 COMBINED LICENSING STATISTICAL REPORT											
Tuesday, October 1, 2017											
Wednesday, November 30, 2018											
	NUMBER OF	NUMBER OF	LICENSE	MISC. FEES/	VENDOR	POLICE	DPNR	FIREARMS	BOUNCE	TOTALS	
	LICENSES	BUSINESSES	FEES	PENALTIES	PLAZA	FEES	FEES	AMMUNITION	CHECKS		
ST. THOMAS	8172	4664	\$1,640,597.00	\$197,154.40	\$6,475.00	\$5,581.06	\$14,910.00	\$329.00	0	\$1,865,047.00	53%
ST. CROIX	4853	2844	\$1,301,192.00	\$169,544.70	0	\$7,323.00	\$11,239.00	\$1,300.00	0	\$1,490,599.00	42%
ST. JOHN	1183	2131	\$174,837.00	\$14,937.20	0	\$889.00	\$1,620.00	\$897.00	0	\$193,180.20	5%
Y-T-D TOTALS	14208	9639	\$3,116,626.00	\$381,636.30	\$6,475.00	\$13,793.06	\$27,769.00	\$2,526.00	0	\$3,548,826.00	100%

## FISCAL YEAR 2019 COMBINED LICENSING STATISTICAL REPORT

FISCAL YEAR 2019 COMBINED LICENSING STATISTICAL REPORT											
Monday, October 1, 2018											
Monday, September 30, 2019											
	NUMBER OF	NUMBER OF	LICENSE	FINES/	VENDOR	POLICE	DPNR	FIREARMS	BOUNCE	TOTALS	
	LICENSES	BUSINESSES	FEES	PENALTIES	PLAZA	FEES	FEES	AMMUNITION	CHECKS		
ST. THOMAS	8581	4894	\$ 1,780,554.42	\$ 294,898.43	\$ 17,320.91	\$ 8,681.25	\$ 20,334.00	\$ -	\$ 300.00	\$ 2,122,089.01	57.0%
ST. CROIX	5693	3314	\$ 1,071,066.97	\$ 214,634.89	\$ -	\$ 8,738.20	\$ 12,800.00	\$ 1,191.15	\$ -	\$ 1,308,431.21	35%
ST. JOHN	1450	883	\$ 265,948.11	\$ 28,390.50	\$ -	\$ 1,870.00	\$ 3,000.00	\$ 425.00	\$ -	\$ 299,633.61	8%
Y-T-D TOTALS	15724	9091	\$ 3,117,569.50	\$ 537,923.82	\$ 17,320.91	\$ 19,289.45	\$ 36,134.00	\$ 1,616.15	\$ 300.00	\$ 3,730,153.83	100.0%

## FISCAL YEAR 2020 COMBINED LICENSING STATISTICAL REPORT

FISCAL YEAR 2020 COMBINED LICENSING STATISTICAL REPORT											
Tuesday, October 1, 2019											
Wednesday, September 30, 2020											
	NUMBER OF LICENSES	NUMBER OF BUSINESSES	LICENSE FEES	MISC. FEES/ PENALTIES	VENDOR PLAZA	POLICE FEES	DPNR FEES	FIREARMS AMMUNITION	BOUNCE CHECKS	TOTALS	
ST. THOMAS	7,953	4,686	\$2,021,304.70	\$265,087.97	\$1,190.00	\$8,529.00	\$24,445.00	\$0.00	\$150.00	\$2,320,706.67	61%
ST. CROIX	5,318	3,162	\$1,119,459.61	\$197,641.48	\$0.00	\$8,437.00	\$12,492.80	\$2,765.50	\$0.00	\$1,340,796.39	35%
ST. JOHN	1,519	932	\$112,997.58	\$27,356.28	\$0.00	\$468.00	\$1,200.00	\$276.00	\$214.00	\$142,511.86	4%
Y-T-D TOTALS	14,790	8,780	\$3,253,761.89	\$490,085.73	\$1,190.00	\$17,434.00	\$38,137.80	\$3,041.50	\$364.00	\$3,804,014.92	100%

OMB FALL 2020 REVENUE ESTIMATING CONFERENCE 12/02/2020

# FISCAL YEAR 2021 COMBINED LICENSING STATISTICAL REPORT

FISCAL YEAR 2020 COMBINED LICENSING STATISTICAL REPORT											
Tuesday, October 1, 2020											
Wednesday, November 30, 2020											
	NUMBER OF	NUMBER OF	LICENSE	MISC. FEES/	VENDOR	POLICE	DPNR	FIREARMS	BOUNCE	TOTALS	
	LICENSES	BUSINESSES	FEES	PENALTIES	PLAZA	FEES	FEES	AMMUNITION	CHECKS		
ST. THOMAS	793	454	\$334,221.00	\$68,301.80	0	\$2,736.00	\$4,460.00	0	0	\$409,718.80	72%
ST. CROIX	714	413	\$129,009.20	\$22,451.30	0	\$1,076.00	\$1,640.00	\$332.50	0	\$154,509.00	27%
ST. JOHN	188	112	\$3,859.50	\$3,059.38	0	\$24.00	\$20.00	0	0	\$6,962.88	1%
Y-T-D TOTALS	1695	979	\$467,089.70	\$93,812.48	0	\$3,836.00	\$6,120.00	\$332.50	0	\$571,190.70	100.00%

## FISCAL YEAR 2019 BOARD & COMMISSION STATISTICAL REPORT

Boards & Commissions	STT	STX	STJ	
Real Estate Broker / Salesperson	\$ 51,137.42	\$ 76,099.57	\$ 4,463.36	\$ 131,700.35
Trades & Professions	\$ 99,156.13	\$ 127,571.23	\$ 2,222.96	\$ 228,950.32
Real Estate Appraiser EXAM	\$ -	\$ -	\$ -	\$ -
Real Estate Appraiser LICENSE	\$ 655.00	\$ 8,485.00	\$ -	\$ 9,140.00
Certified Social Worker	\$ 2,633.50	\$ 4,626.75	\$ -	\$ 7,260.25
Certified Public Accountant EXAM	\$ 1,571.33	\$ 200.00	\$ -	\$ 1,771.33
Certified Public Accountant	\$ 6,967.12	\$ 9,589.55	\$ -	\$ 16,556.67
Totals	\$162,120.50	\$226,572.10	\$6,686.32	\$ 395,378.92



OMB FALL 2020 REVENUE ESTIMATING CONFERENCE 12/02/2020

**FISCAL YEAR 2020 TO DATE  
BOARD & COMMISSION STATISTICAL REPORT**

Boards & Commissions	STT	STX	STJ	
Real Estate Broker / Salesperson	\$ 69,507.30	\$ 52,628.42	\$ 6,800.00	\$ 128,935.72
Trades & Professions	\$ 52,423.74	\$ 56,981.28	\$ 427.41	\$ 109,832.43
Real Estate Appraiser EXAM	\$ -	\$ 775.00	\$ -	\$ 775.00
Real Estate Appraiser LICENSE	\$ 3,675.00	\$ 4,780.00	\$ -	\$ 8,455.00
Certified Social Worker	\$ 1,876.40	\$ 1,731.32	\$ -	\$ 3,607.72
Certified Public Accountant EXAM	\$ 560.00	\$ -	\$ -	\$ 560.00
Certified Public Accountant	\$ 4,641.00	\$ 390.00	\$ -	\$ 5,031.00
Totals	\$ 132,683.44	\$ 117,286.02	\$ 7,227.41	\$ 257,196.87

## NEW BUSINESS LICENSE CATEGORY SHORT TERM RENTAL

- **SUBJECT:** New License Category

- **STATUTORY AUTHORITY:**

7 V.I.C. §§ 200, 201, 208; 3 V.I.C. §§ 271, 272(a) and 272(b)(4); and 27 V.I.C. §§ 302(b)

■ <b>CATEGORY</b>	<b>AMOUNT</b>	<b>NAICS CODE</b>
Short Term Rental (Tourist/Vacation)	\$195.00	721199

- **DEFINITION:**

- Establishments primarily engaged in providing short-term (less than 30 days) lodging (except hotels, motels, casino hotels, and bed-and-breakfast inns).

- Illustrative Examples: Guest houses, Tourist homes, Housekeeping cabins and cottages and Youth hostels

## NEW BUSINESS LICENSE CATEGORY SHORT TERM RENTAL

- VACATION RENTAL SITES
- Vacation rentals and villa rentals are arranged either direct with the owner or through an agency, usually via the internet. Many owners have their own websites, but most also use listing services, which display property information and photos provided by the homeowner. Because each property owner has his or her own deposit and payment requirements, cancellation policies, key-pick-up procedures, etc., a guest contacts the property owner directly in order to book.
  - Three major sites include Airbnb, Vrbo and HomeAway.
  - Although Vrbo and HomeAway have a lot in common with Airbnb, there are some major differences to consider. While you can list different types of properties on Airbnb (including shared rooms, cabins, and treehouses), Vrbo and HomeAway allow hosts to list only private spaces. If you have a spare room to rent, keep in mind that you can't advertise it on Vrbo and HomeAway.

## NEW BUSINESS LICENSE CATEGORY SHORT TERM RENTAL

### Airbnb

- June 1, 2017
  - A new [agreement between the U.S. Virgin Islands and Airbnb](#) went into effect June 1, 2017. The tax agreement allows Airbnb to collect the 12.5% V.I. Hotel Room Occupancy Tax on behalf of homeowners and remit payment to the Virgin Islands Bureau of Internal Revenue.
  - Homeowner and property managers with short-term vacation rentals using other means to market and rent their properties (like VRBO, HomeAway or others) must still file Form 722VI with the [V.I. Bureau of Internal Revenue](#). This new agreement only affects Airbnb vacation rentals.
- May 9, 2019
  - Airbnb Surging to Rival Traditional Hotels in USVI
  - St. Thomas Airbnb bookings shot up more than 600 percent from 2017 to 2018 and as of March, Airbnb projected 2019 bookings would increase beyond that by 338 percent. Airbnb even ranked St. Thomas its number one destination in 2018. St. Thomas has historically received the overwhelming bulk of tourism and still does. But St. Croix and St. John also saw big gains in Airbnb visits.
- In 2018, the approximate number of Airbnb active rooms, villas, and other accommodation units during period were 1,575 and increase to 2,200 rooms in 2019. Source – USVI DOT & Airbnb.

## **NEW BUSINESS LICENSE CATEGORY SHORT TERM RENTAL**

### Airbnb Continued

- May 6, 2020
  - **Airbnb hosts are building their own direct booking websites in revolt**
    - Short-term rental hosts are launching their own direct-booking websites in an effort to diversify their business after years of mounting frustrations with companies such as Airbnb.
    - Some hosts are building their own booking services. Others are banding together to form new, host-friendly services in an effort to wrest power away from Airbnb, Vrbo, HomeAway and Booking.com in the short-term rental market.
    - Although some of these websites were already in the works, many hosts have prioritized them as the coronavirus pandemic spurred widespread cancellations and many grew unhappy with Airbnb's reimbursement policies.

## **NEW BUSINESS LICENSE CATEGORY SHORT TERM RENTAL**

### Vrbo

<https://www.vrbo.com/vacation-rentals/caribbean/usvi-us-virgin-islands>

Approximately 2500 vacation rentals

### HomeAway

In 2011, Homeaway became a publicly-traded company and was eventually acquired by the Expedia Group in 2015. Today, guests wishing to book with HomeAway should do so through it's new platform, Vrbo.

# DIVISION OF ENFORCEMENT

## **EXPIRED BUSINESS LICENSE**

1. Encourage businesses whose license expired but failed to renew due to COVID-19 related setbacks that began from March 2020 to date to contact DLCA to make arrangements to bring license current.
2. Encourage businesses whose license expired since 2018 but still operating to contact DLCA within 90 days to enter into a payment agreement to bring license current. 10% of license fee per month. Thereafter, DLCA, in addition to issuing an administrative citation, shall commence to refer businesses for operating without a business license to the Department of Justice. Whoever willfully fails or refuses to comply with the provisions of this chapter shall be guilty of a misdemeanor and shall be liable to a fine not to exceed \$500 and imprisonment not to exceed 30 days or both.



**THANK YOU!**

QUESTIONS?

RECOMMENDATIONS?

