



An Roinn Gnóthaí Eachtracha agus Trádála Department of Foreign Affairs and Trade

Our Ref: Fol/Req/19/037

19 February 2019

Dear Mr Coyle,

I refer to the request which you have made under the Freedom of Information Act 2014 for access to records held by this Department, as follows:

Access to any minutes/memos/briefings/correspondence relating to the meeting between Aisling Hassell of Airbnb and Minister Coveney during 2018. Details of the meeting are outlined here: <https://www.lobbying.ie/return/36919/airbnb-ireland-uc>

I have identified 7 documents that fall within the scope of your request. The records are listed in the schedule attached. I have made a decision to grant 6 documents and refuse access to one on the basis of Section 36 of the Act.

In relation to the record exempted under Section 36 of the Act – *Commercially sensitive information*, I have taken the public interest into account, inter alia, the need to achieve openness, transparency and accountability in decision-making. I have considered whether the public interest would be better served by releasing the record in question in terms of the right of the public to have access to information and the need for an open and accountable civil service. To ensure the company concerned would not be unduly impeded in the effective pursuit of their business, I have decided the wider public interest is best served by refusing access to the commercially sensitive information contained within the scheduled records.

Right of Appeal

Should you wish to appeal this decision, you may do so in writing to the Freedom of Information Unit, Department of Foreign Affairs and Trade, 76-78 Harcourt Street, Dublin 2 or by email to foi@dfa.ie. A fee applies for an appeal for access to non-personal information; the level of this fee has been set at 30euro. For methods of Payment, please contact FOI Unit at foi@dfa.ie, or 01 4082857.

You should make your appeal within 4 weeks (20 working days) from the date of this notification. However, the making of a late appeal may be permitted in appropriate

circumstances. The appeal will involve a complete reconsideration of the matter by a more senior member of the staff of this Department.

Yours sincerely,

A handwritten signature in cursive script, appearing to read "S. Pollock", is written above a horizontal line.

Shirley Pollock

Schedule

	Record Description	Granted/Part Granted/Refused	Comment/Section exempted under
1.	20190219/1 Correspondence from Aisling Hassell to Taoiseach Leo Varadkar (24/08/2018)	Granted	
2.	20190219/2 Correspondence between Ellen Lynch, IDA and DFAT Officials (07/09/2019)	Granted	
3.	20190219/3 Correspondence between Ellen Lynch, IDA and DFAT Officials (10/09/2019)	Granted	
4.	20190219/4 Correspondence between Ellen Lynch, IDA and DFAT Officials (12/09/2019)	Granted	
5.	20190219/5 IDA Company Profile information on Airbnb	Refused	36(1)(a) and 36(1)(b)
6.	20190219 Correspondence from Brian Chesky, CEO, Airbnb to the Tánaiste (received 04/10/2018)	Granted	
7.	20190219 Correspondence from the Tánaiste to Brian Chesky (09/10/2018)	Granted	



Taoiseach Leo Varadkar,
Department of the Taoiseach,
Government Buildings,
Upper Merrion Street,
Dublin 2

24 August 2018

Dear Taoiseach Varadkar,

Brian Chesky, Airbnb's CEO and co-founder is in Dublin on 13 September and we would kindly like to request a meeting with you to discuss our commitment to responsible growth and fair home sharing in Ireland.

According to our Insight Report published in January, Irish hosts have welcomed close to 1.2 million guests in one year on Airbnb resulting in €115 million earned by local households. By welcoming visitors from around the world into their home, a typical host on Airbnb in Ireland earns - on average - €3,500. Hosts in Ireland are passionate local ambassadors that offer huge value to guests by directing their spending with authentic insider recommendations to local restaurants, shops and sites - with the average host in Ireland having lived in their hometown for 26 years.

Ireland is Airbnb's international home. The first Irish hosts started welcoming guests in 2009, and since then we have put down roots here and grown our own presence to number over 500 employees, as well as supporting many hundreds more through our partnerships with companies across the country. We are very proud to be part of the thriving tourism sector in this country. Airbnb are in full agreement with the Government that there needs to be rules put in place, but they need to be balanced and targeted at only those who are acting "commercially" and not damage the lives of those who are benefitting from the abovementioned extra income.

To that end Brian would appreciate the opportunity to meet with you to discuss this further as well as Airbnb's commitment to Ireland and our future plans for growth.

We will follow up with your office to try and secure this time.

Kind regards,

Aisling Hassell

Ireland Site Lead
Global Head of Community Support Operations
Airbnb

Pollock Shirley HQ-TÁNAISTE

From: Black Conor HQ-TÁNAISTE
Sent: 01 February 2019 14:43
To: Pollock Shirley HQ-TÁNAISTE
Subject: FW: Rqueste to the Tanaiste to meet with Airbnb CEO
Attachments: Airbnb's letter to Taoiseach.pdf

②

Conor Black |

Office of the Tánaiste and Minister for Foreign Affairs and Trade
Department of Foreign Affairs and Trade | Iveagh House, St. Stephen's Green | Dublin 2 | D02 VY53,
Ireland

conor.black@dfa.ie |



An Roinn Gnóthaí
Eachtracha agus Trádála
Department of
Foreign Affairs and Trade



IRELAND
United Nations
Security Council
2021-2022

From: Brosnan Clare HQ-TÁNAISTE
Sent: 07 September 2018 15:14
To: Black Conor HQ-TÁNAISTE <Conor.Black@dfa.ie>
Subject: FW: Rqueste to the Tanaiste to meet with Airbnb CEO

From: Fitzpatrick Caitriona HQ-TÁNAISTE
Sent: Friday 7 September 2018 15:01
To: Brosnan Clare HQ-TÁNAISTE <Clare.Brosnan@dfa.ie>
Subject: FW: Rqueste to the Tanaiste to meet with Airbnb CEO

From: Lynch, Ellen [<mailto:Ellen.Lynch@ida.ie>]
Sent: 07 September 2018 13:19
To: Fitzpatrick Caitriona HQ-TÁNAISTE <Caitriona.Fitzpatrick@dfa.ie>
Subject: Rqueste to the Tanaiste to meet with Airbnb CEO

Hi Caitriona,

I made enquiries to get the letter I understood was sent to the Tanaiste's office from Q4 PR requesting a meeting for Airbnb's CEO with the Tanaiste and was told just now that the request was made verbally.

A letter did go to the Taoiseach but he is not in a position to meet. I've attached the letter as the outlines the purpose and intent of the proposed meeting.

Regards.
Ellen

Ellen Lynch

Regional Communications, Press & PR Executive

IDA Ireland



ellen.lynch@ida.ie



IDA Ireland | IDA Business Park | Garrycastle | Athlone, Co. Westmeath | Ireland

www.idaireland.com

Ireland has developed industry hotspots – Land in one today - <https://youtu.be/IGw003U2HO8>

Get our latest Value Proposition for #WhyIreland for FDI - <http://bit.ly/1fDBDVk>

Ireland Right place Right time

Mangan Jennifer HQ-TÁNAISTE

Subject: Meeting with Air BnB CEO
Location: Tánaiste's Ante Room
Start: Thu 13/09/2018 13:00
End: Thu 13/09/2018 13:30
Recurrence: (none)
Organizer:

3

I'll let them know that Caitriona, thanks.

Ellen

From: Caitriona.Fitzpatrick@dfa.ie [<mailto:Caitriona.Fitzpatrick@dfa.ie>]
Sent: 10 September 2018 16:28
To: Lynch, Ellen
Cc: Jennifer.Mangan@dfa.ie; Clare.Brosnan@dfa.ie
Subject: RE: Meeting of Airbnb CEO with Tanaiste on Thursday

Ellen,

To confirm, the Tánaiste is happy to meet Air bnb CEO in relation to Brexit, we will not be covering any other topics at that meeting.

It will take place in Iveagh House from 1-1:30pm on Thursday 13th.

Regards,
Caitriona F

From: Lynch, Ellen [<mailto:Ellen.Lynch@ida.ie>]
Sent: 10 September 2018 16:20
To: Fitzpatrick Caitriona HQ-TÁNAISTE <Caitriona.Fitzpatrick@dfa.ie>
Cc: Mangan Jennifer HQ-TÁNAISTE <Jennifer.Mangan@dfa.ie>
Subject: Meeting of Airbnb CEO with Tanaiste on Thursday

Hi Caitriona,

I informed the company, as per our text exchange earlier. Will the meeting be in the DFA HQ at Iveagh House on Thursday 13th from 2-3 pm?

Regards.
Ellen

Ellen Lynch
Regional Communications, Press & PR Executive
IDA Ireland

ellen.lynch@ida.ie

4

Pollock Shirley HQ-TÁNAISTE

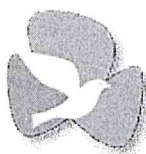
From: Black Conor HQ-TÁNAISTE
Sent: 01 February 2019 14:43
To: Pollock Shirley HQ-TÁNAISTE
Subject: FW: 2018-09 Airbnb meeting with An Tanaiste
Attachments: 2018-09 Airbnb meeting with An Tanaiste.docx

Conor Black |

Office of the Tánaiste and Minister for Foreign Affairs and Trade
Department of Foreign Affairs and Trade | Iveagh House, St. Stephen's Green | Dublin 2 | D02 VY53,
Ireland
conor.black@dfa.ie |



An Roinn Gnóthaí
Eachtracha agus Trádála
Department of
Foreign Affairs and Trade



IRELAND
United Nations
Security Council
2021—2022

From: Brosnan Clare HQ-TÁNAISTE
Sent: 12 September 2018 16:32
To: Cahill Conor HQ-TÁNAISTE <Conor.Cahill@dfa.ie>
Cc: Black Conor HQ-TÁNAISTE <Conor.Black@dfa.ie>
Subject: FW: 2018-09 Airbnb meeting with An Tanaiste

Can you print up four copies of this note please with a cover page.

Thanks,
Clare

From: Fitzpatrick Caitriona HQ-TÁNAISTE
Sent: Wednesday 12 September 2018 16:01
To: Brosnan Clare HQ-TÁNAISTE <Clare.Brosnan@dfa.ie>
Subject: FW: 2018-09 Airbnb meeting with An Tanaiste

From: Lynch, Ellen [<mailto:Ellen.Lynch@ida.ie>]
Sent: 12 September 2018 15:40
To: Fitzpatrick Caitriona HQ-TÁNAISTE <Caitriona.Fitzpatrick@dfa.ie>
Subject: FW: 2018-09 Airbnb meeting with An Tanaiste

Hi Caitriona,

Attendees from Airbnb at tomorrow's meeting will be Brian Cheskey, CEO and Aisling Hassell, Site Lead Ireland and Head of Global CX. Maeve McConnon, Business Development Manager CCBS also attend the meeting from an IDA perspective.

See attached briefing note on the company.

Regards.
Ellen

From: McConnon, Maeve
Sent: 12 September 2018 13:10
To: Lynch, Ellen
Cc: Nolan, Shane
Subject: 2018-09 Airbnb meeting with An Tanaiste

Hi Ellen

Please see attached update company profile information on Airbnb in advance of the meeting with Minister Coveney's tomorrow. I'd be grateful if you could circulate as appropriate.

Also, I can confirm that the attendees from Airbnb will include Brian Cheskey, CEO and Aisling Hassell, Site Lead Ireland and Head of Global CX. I will also attend the meeting from an IDA perspective.

Do you know who will attend the meeting with the Minister?

Many thanks again for your help in securing this meeting – it's very much appreciated.

Best regards
Maeve



6

Brian Chesky
CEO
Airbnb
888 Brannan Street
San Francisco, CA 94103



Simon Coveney TD
Tánaiste and Minister for Foreign Affairs and Trade
Department of Foreign Affairs
Iveagh House
80 St Stephen's Green

Dear Tánaiste,

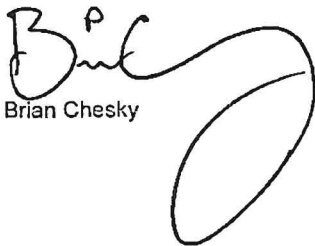
It was a privilege to meet with you at the Department of Foreign Affairs last week.

As you know, Ireland is Airbnb's international home. The first hosts in Ireland started welcoming guests on Airbnb in 2009, and since then we have put down roots here and grown our own presence to number over 500 employees - with over 40 different nationalities - as well as supporting many hundreds more through our partnerships with companies across the country.

Hosts on Airbnb in Ireland showcase the best of Irish hospitality to visitors from across the globe. The average host in Ireland has lived in their hometown for 26 years and they are passionate ambassadors for their local communities. Hosts in Ireland welcomed close to 1.2 million between 2016-17, resulting in a boost to the Irish economy of €506 million.

As we discussed, we are very proud to be part of the thriving tourism sector in this country and, this year, have expanded our business in Ireland beyond accommodation to over 200 Airbnb Experiences - an opportunity for anyone to share their hobbies, skills, or expertise without needing an extra room.

We are committed to Ireland as our international home and look forward to continuing to work with the Irish Government.


Brian Chesky

888 Brannan Street
Third Floor
San Francisco, California 94103
United States

OIFIG AN TÁNAISTE
AIRE GNÓTHAÍ EACHTRACHA AGUS TRÁDÁLA
BAILE ÁTHA CLIATH 2
D02 VY53



OFFICE OF THE TÁNAISTE
MINISTER FOR FOREIGN AFFAIRS AND TRADE
DUBLIN 2
D02 VY53

7

Mr. Brian Chesky
Chief Executive Officer
Airbnb
888 Brannan Street
San Francisco
CA 94103
USA

9 October 2018


Our Ref: TRD180061

Dear Mr. Chesky,

On behalf of the Tánaiste and Minister for Foreign Affairs and Trade, Mr. Simon Coveney T.D., I wish to thank you for your correspondence. The Tánaiste was pleased to note Airbnb's continued commitment to Ireland as their international home and looks forward to positive engagement with Airbnb in the years to come.

Wishing you every success for the future.

Yours sincerely,


Clare Brosnan
Private Secretary