HTA REGULAR BOARD MEETING

Thursday, January 27, 2022

Hō 'ike 'Ikepili Noi 'i 'Oihana Ho 'omāka 'ika 'i
Presentation and Discussion of Current Market Insights and
Conditions in Hawai'i and Key Major Hawai'i Tourism
Markets, including the United States, Japan, Canada,
Oceania, and Cruise

Jennifer Chun
Director of Tourism Research





EXPENDITURES			
(\$mil.)	2021P	2020	2019
TOTAL (AIR)	1,656.3	N/A	1,747.8
U.S. West	875.1	280.4	697.6
U.S. East	595.1	170.4	488.3
Japan	14.5	N/A	210.9
Canada	97.6	N/A	129.6
All Others	74.1	N/A	221.4

PPPD SPENDING			
(\$)	2021P	2020	2019
TOTAL (AIR)	215.7	N/A	199.1
U.S. West	210.7	156.8	180.2
U.S. East	244.1	181.3	217.5
Japan	220.5	N/A	260.0
Canada	179.6	N/A	159.0
All Others	154.9	N/A	213.4

VISITOR			
ARRIVALS	2021P	2020	2019
TOTAL (AIR)	753,670	236,575	941,128
U.S. West	447,089	152,276	418,520
U.S. East	228,834	71,630	215,358
Japan	4,448	1,724	136,635
Canada	36,876	4,063	64,182
All Others	36,424	6,882	106,434

AVERAGE DAILY			
CENSUS	2021P	2020	2019
TOTAL (AIR)	247,711	94,688	283,210
U.S. West	133,980	57,678	124,866
U.S. East	78,650	30,313	72,425
Japan	2,115	614	26,168
Canada	17,534	2,866	26,287
All Others	15,432	3,216	33,464





EXPENDITURES			
(\$mil.)	2021P	2020	2019
Oʻahu	713.0	200.2	778.4
Maui	499.7	237.7	513.1
Moloka'i	3.7	N/A	4.2
Lānaʻi	14.3	N/A	14.5
Kauaʻi	168.8	12.9	175.1
Hawai'i Island	256.9	98.0	262.4

PPPD SPENDING			
(\$)	2021P	2020	2019
Oʻahu	221.1	160.96	197.2
Maui	230.0	238.95	218.2
Molokaʻi	138.6	N/A	117.9
Lānaʻi	512.2	N/A	491.7
Kaua'i	192.7	172.84	181.1
Hawai'i Island	190.2	162.77	181.3

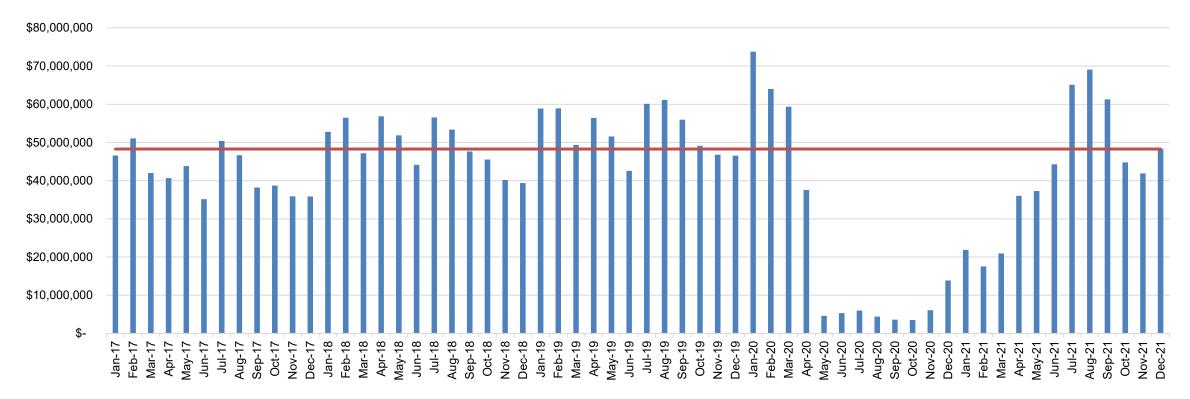
VISITOR			
ARRIVALS	2021P	2020	2019
Oʻahu	391,521	113,090	558,346
Maui	235,433	91,171	275,419
Molokaʻi	3,359	1,050	6,163
Lānaʻi	5,559	1,257	7,004
Kauaʻi	101,425	3,762	124,356
Hawai'i Island	143,897	48,147	177,912

AVERAGE DAILY			
CENSUS	2021P	2020	2019
Oʻahu	104,048	40,125	127,349
Maui	70,084	32,087	75,856
Molokaʻi	869	375	1,162
Lānaʻi	901	273	952
Kaua'i	28,250	2,407	31,202
Hawai'i Island	43,559	19,421	46,689





- Preliminary December TAT Collections: \$48.3 million
- Preliminary Fiscal 22 TAT Collections: \$330.4 million (+783.2%)
- Fiscal 21 TAT Collections: \$37.4 million (+\$293.0 million)



Source: Department of Taxation





PURPOSE OF TRIP - %										
Total	Total b	y Air	US W	est	US E	ast	Japa	an	Cana	ida
	2021P	2019	2021P	2019	2021P	2019	2021P	2019	2021P	2019
Pleasure (Net)	84.0%	84.7%	84.9%	84.6%	82.3%	81.7%	64.8%	81.9%	95.4%	95.1%
Honeymoon/Get Married	2.9%	4.8%	2.2%	2.2%	3.8%	3.4%	3.9%	11.4%	2.6%	1.6%
Honeymoon	2.5%	4.3%	1.8%	1.8%	3.4%	2.9%	3.6%	10.6%	2.5%	1.4%
Get Married	0.5%	0.8%	0.5%	0.5%	0.6%	0.6%	0.8%	1.8%	0.1%	0.2%
Pleasure/Vacation	81.7%	80.4%	83.3%	82.8%	79.2%	78.9%	61.5%	71.1%	93.5%	93.8%
Mtgs/Conventions/Incentive	1.2%	2.9%	0.9%	1.8%	1.6%	2.5%	2.4%	6.1%	1.1%	2.0%
Conventions	0.6%	1.2%	0.5%	1.0%	0.8%	1.5%	1.5%	0.5%	0.5%	1.2%
Corporate Meetings	0.4%	0.7%	0.3%	0.6%	0.5%	0.7%	0.9%	0.1%	0.1%	0.7%
Incentive	0.3%	1.1%	0.2%	0.2%	0.4%	0.4%	0.2%	5.5%	0.5%	0.2%
Other Business	1.7%	2.2%	1.8%	2.9%	1.8%	3.0%	5.1%	0.6%	0.5%	0.6%
Visit Friends/Rel.	15.1%	10.1%	15.1%	12.5%	16.1%	14.3%	19.4%	1.5%	4.9%	4.2%
Gov't/Military	0.7%	0.6%	0.4%	0.6%	1.1%	1.2%	0.9%	0.0%	0.0%	0.0%
Attend School	0.1%	0.2%	0.1%	0.1%	0.1%	0.1%	4.5%	0.5%	0.1%	0.1%
Sport Events	0.8%	2.5%	0.6%	1.3%	1.1%	1.4%	6.3%	9.6%	0.3%	1.1%
Other	2.2%	3.2%	1.8%	2.6%	2.7%	3.1%	9.9%	6.8%	1.8%	0.9%





ACCOMMODATIONS - % Total	Total b	y Air	US W	est	US E	ast	Japa	an	Cana	ada
	2021P	2019	2021P	2019	2021P	2019	2021P	2019	2021P	2019
Plan to stay in Hotel	51.1%	58.4%	48.6%	48.5%	56.0%	56.5%	51.9%	82.5%	45.2%	45.5%
Plan to stay in Condo	18.6%	16.7%	19.4%	18.7%	15.8%	14.0%	25.1%	13.2%	31.5%	32.5%
Plan to stay in Timeshare	8.5%	7.2%	8.8%	8.6%	8.0%	7.3%	11.1%	5.3%	11.9%	8.8%
Cruise Ship	0.0%	1.1%	0.0%	0.7%	0.1%	2.5%	0.0%	0.3%	0.0%	1.1%
Friends/Relatives	15.3%	12.2%	15.7%	15.3%	15.7%	16.0%	12.8%	1.2%	6.2%	5.8%
Bed & Breakfast	1.1%	1.2%	1.0%	1.2%	1.2%	1.5%	0.1%	0.2%	0.8%	1.5%
Rental House	11.7%	10.5%	11.8%	12.1%	12.3%	12.2%	3.3%	0.4%	9.9%	13.0%
Hostel	0.7%	0.8%	0.5%	0.7%	0.6%	0.9%	0.4%	0.1%	1.1%	1.8%
Camp Site, Beach	0.6%	0.7%	0.5%	0.8%	0.5%	0.7%	0.3%	0.0%	1.3%	1.9%
Private Room in Private Home**	1.1%	1.8%	1.0%	1.4%	0.9%	1.4%	1.3%	0.4%	1.9%	1.8%
Shared Room/Space in Private										
Home**	0.3%	0.5%	0.3%	0.5%	0.3%	0.5%	0.1%	0.3%	0.4%	0.6%
Other	1.4%	1.5%	1.4%	2.0%	1.3%	2.0%	2.7%	0.0%	1.5%	1.4%



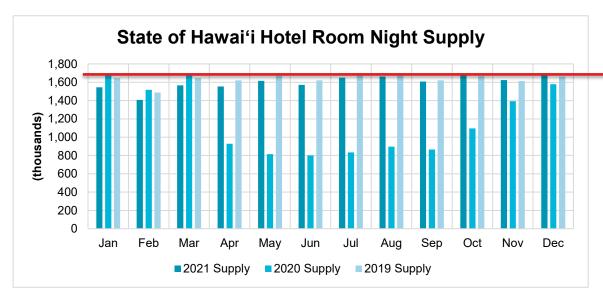


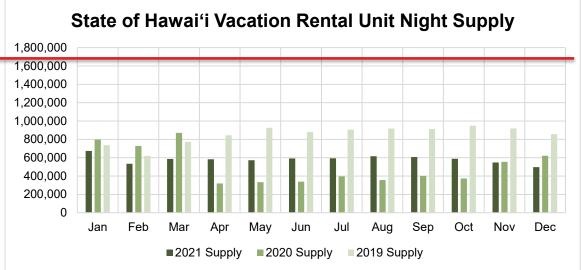
State of Hawai'i Hotel Performance

	2021	2020	2019
Occupancy	72.7%	23.7%	80.2%
ADR	\$419	\$291	\$353
RevPAR	\$305	\$69	\$283

State of Hawai'i Vacation Rental Performance

	2021	2020	2019
66.9%	40.5%	75.3%	66.9%
\$280	\$251	\$234	\$280





Source: STR, Inc., Transparent Intelligence, Inc. © Copyright 2021 Hawai'i Tourism Authority

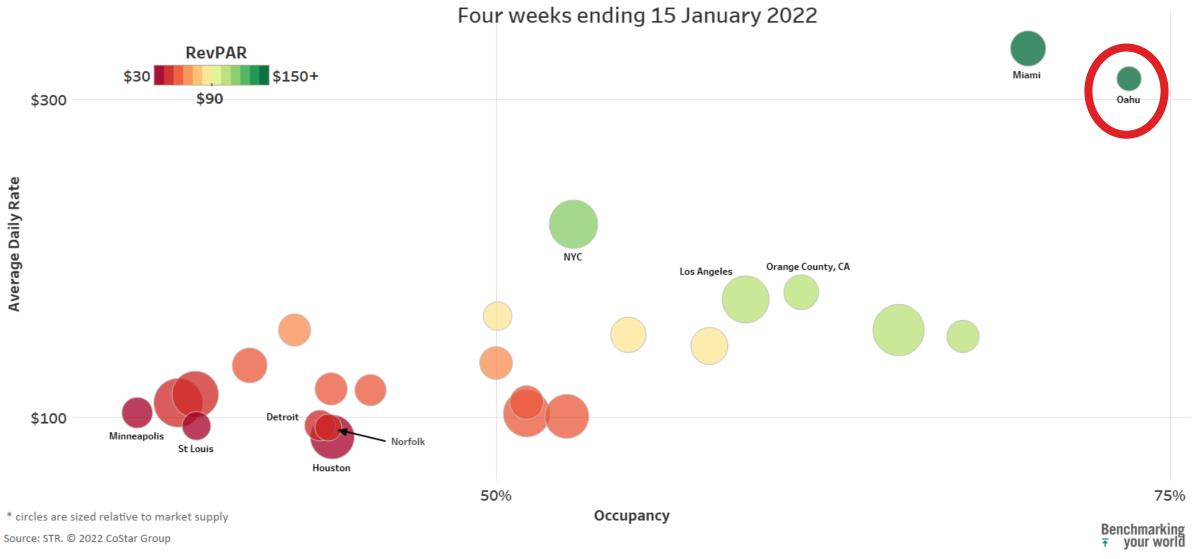




January 27, 2022

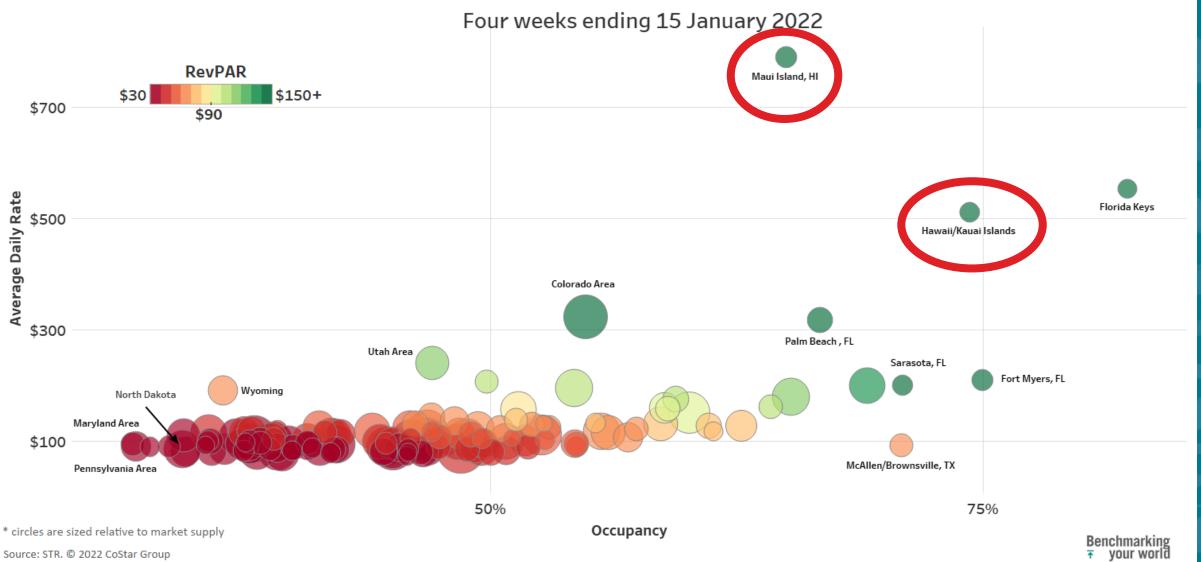
U.S. Top 25 Markets

(Running 28-day performance, callouts: top 5 and bottom 5 performers)



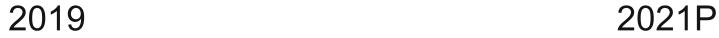
Outside the U.S. Top 25

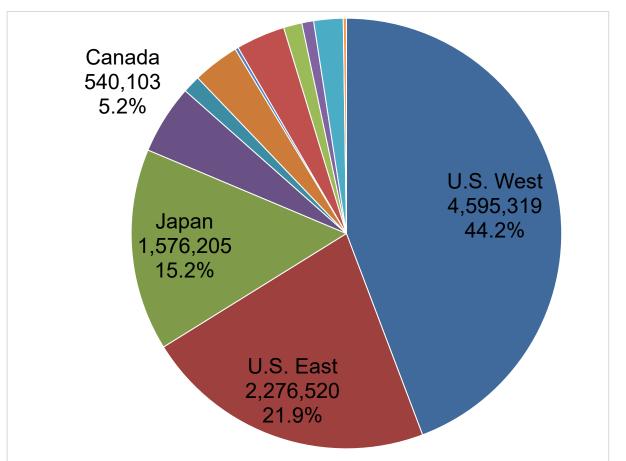
(Running 28-day performance, callouts: top and bottom performers)

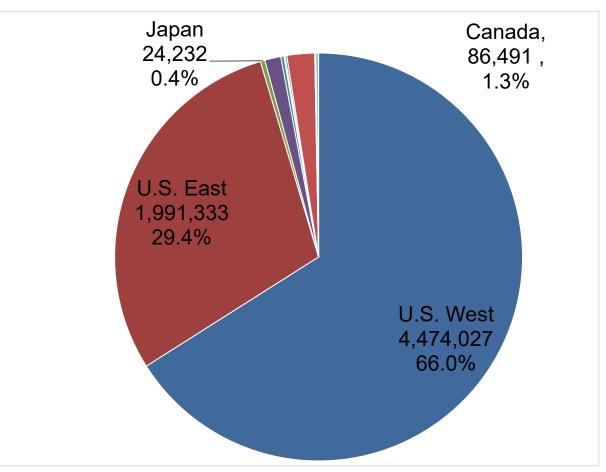




Visitor Arrival Mix 2021P vs 2019





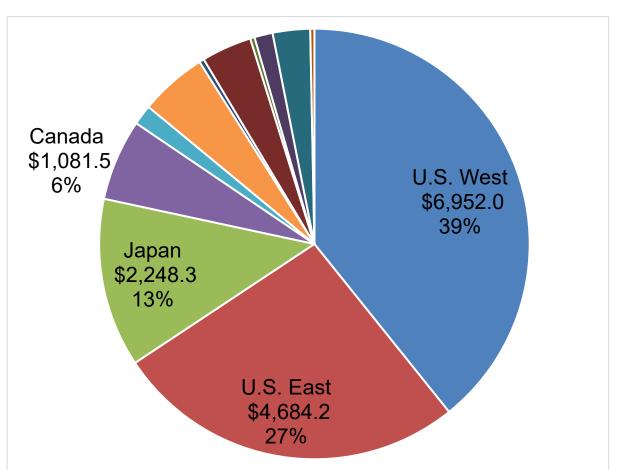


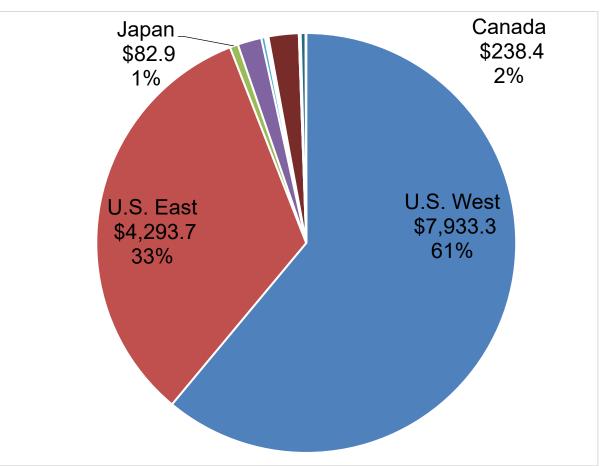




Visitor Spending Mix 2021P vs 2019



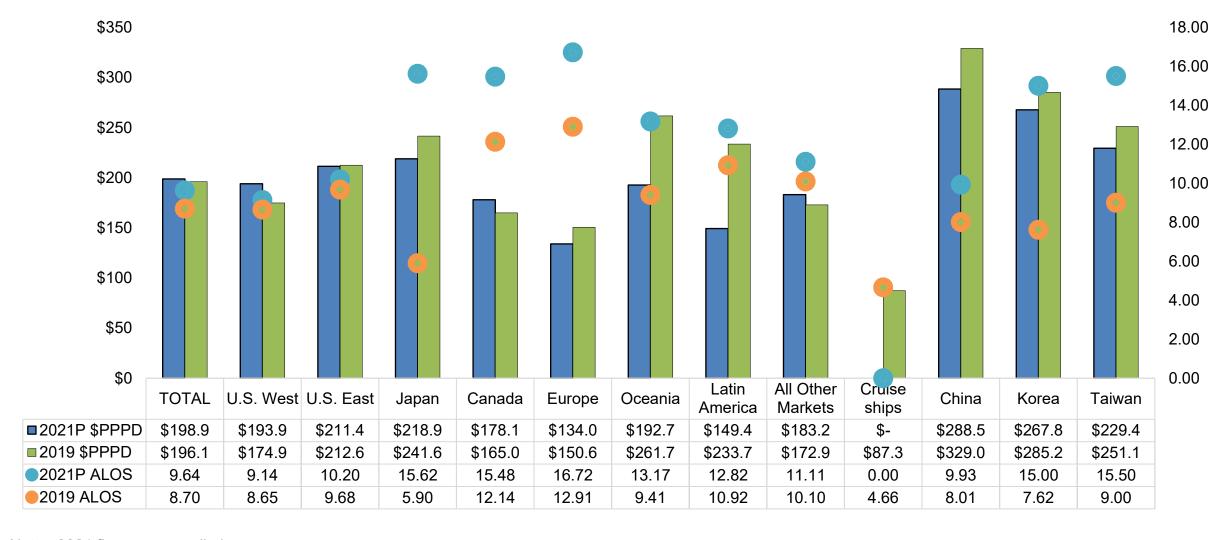








\$PPPD and Average Length of Stay – 2021P vs 2019





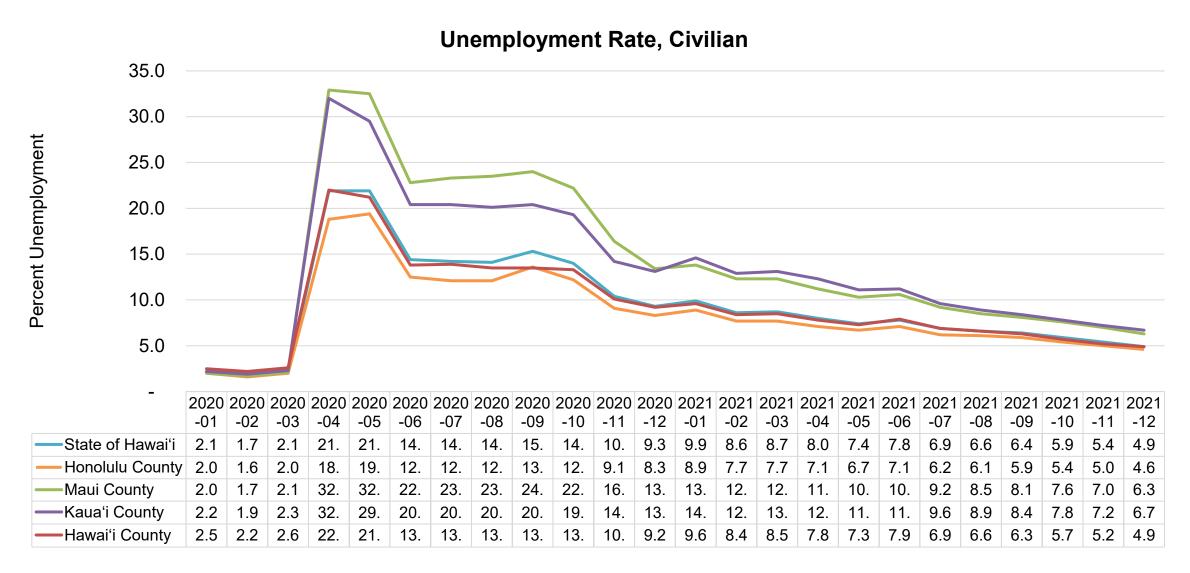


Spending by Category 2021P vs 2019







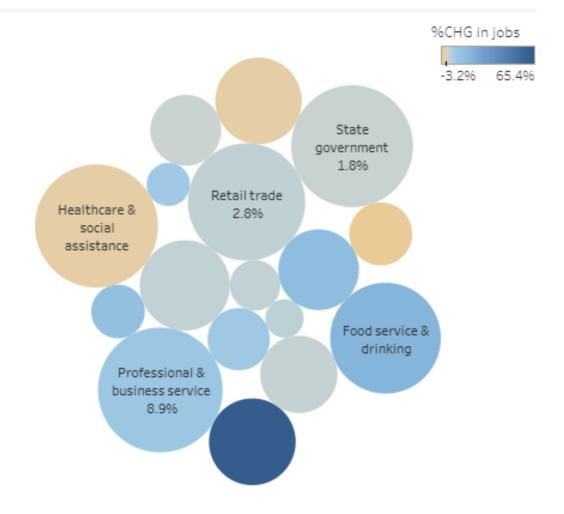


Compiled by Research & Economic Analysis Division, State of Hawaii Department of Business, Economic Development and Tourism. Source: State of Hawaii Dep. of Labor & Industrial Relations





	Jobs	CHG*	%CHG*
Total non-agriculture W&S jobs	588,800	37,600	6.8%
Nat'l resources, mining & construction	37,200	900	2.5%
Manufacturing	11,600	300	2.7%
Wholesale trade	17,700	1,300	7.9%
Retail trade	63,000	1,700	2.8%
Transportation, warehousing & utilities	29,800	3,800	14.6%
Information	6,700	200	3.1%
Financial activities	27,300	600	2.2%
Professional & business service	71,200	5,800	8.9%
Educational service	13,100	1,500	12.9%
Healthcare & social assistance	69,200	-1,600	-2.3%
Arts, entertainment & recreation	8,500	600	7.6%
Accommodation	34,400	13,600	65.4%
Food service & drinking places	56,100	8,700	18.4%
Other service	22,900	400	1.8%
Federal government	34,200	-800	-2.3%
State government	67,800	1,200	1.8%
Local government	18,100	-600	-3.2%



Compiled by Research & Economic Analysis Division, State of Hawaii Department of Business, Economic Development and Tourism. Source: State of Hawaii Dep. of Labor & Industrial Relations





^{*}Change from the same period of previous year

Scheduled Nonstop Seats to Hawai'i by Port Entry

December		Total			Domestic		International			
	2021	2020	2019	2021	2020	2019	2021	2020	2019	
STATE	1,088,154	599,440	1,252,958	988,732	560,507	904,426	99,422	38,933	348,532	
HONOLULU	574,819	329,931	762,775	507,807	298,874	462,466	67,012	31,057	300,309	
KAHULUI	253,957	176,709	278,184	231,435	168,833	251,246	22,522	7,876	26,938	
KONA	143,779	78,053	115,328	137,545	78,053	98,741	6,234	0	16,587	
HILO	4,537	0	4,316	4,537	0	4,316	0	0	0	
LIHU'E	111,062	14,747	92,355	107,408	14,747	87,657	3,654	0	4,698	

January		Total		D	omestic		International			
	2021	2020	2019	2021	2020	2019	2021	2020	2019	
STATE	1,062,794	593,169	1,128,387	942,817	557,668	763,632	119,977	35,501	364,755	
HONOLULU	553,032	320,075	695,632	469,980	289,660	388,968	83,052	30,415	306,664	
KAHULUI	292,116	185,146	227,818	265,755	180,756	195,030	26,361	4,390	32,788	
KONA	114,943	79,886	114,953	108,555	79,190	97,410	6,388	696	17,543	
HILO	2,685	0	2,822	2,685	0	2,822	0	0	0	
LIHU'E	100,018	8,062	87,162	95,842	8,062	79,402	4,176	0	7,760	

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of January 24, 2022, subject to change





Scheduled Nonstop Seats to Hawai'i by Port Entry

February		Total		D	omestic		International			
	2021	2020	2019	2021	2020	2019	2021	2020	2019	
STATE	948,414	529,726	1,004,920	854,179	508,204	679,364	94,235	21,522	325,556	
HONOLULU	490,216	283,184	618,244	430,423	263,464	345,670	59,793	19,720	272,574	
KAHULUI	270,282	160,072	203,181	245,022	158,444	173,414	25,260	1,628	29,767	
KONA	100,418	74,716	104,142	94,890	74,542	87,827	5,528	174	16,315	
HILO	2,148	0	2,656	2,148	0	2,656	0	0	0	
LIHU'E	85,350	11,754	76,697	81,696	11,754	69,797	3,654	0	6,900	

March		Total		D	Domestic			International			
	2021	2020	2019	2021	2020	2019	2021	2020	2019		
STATE	1,195,040	662,648	1,185,426	1,028,255	643,711	836,583	166,785	18,937	348,843		
HONOLULU	622,426	354,431	713,111	507,160	336,022	422,760	115,266	18,409	290,351		
KAHULUI	330,891	200,961	250,043	294,306	200,433	216,456	36,585	528	33,587		
KONA	132,140	91,766	124,674	122,600	91,766	106,853	9,540	0	17,821		
HILO	3,899	1,992	3,665	3,899	1,992	3,665	0	0	0		
LIHU'E	105,684	13,498	93,933	100,290	13,498	86,849	5,394	0	7,084		

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of November 8, 2021, subject to change





UNWTO: Global Arrivals up 4%, but -72% vs. 2019

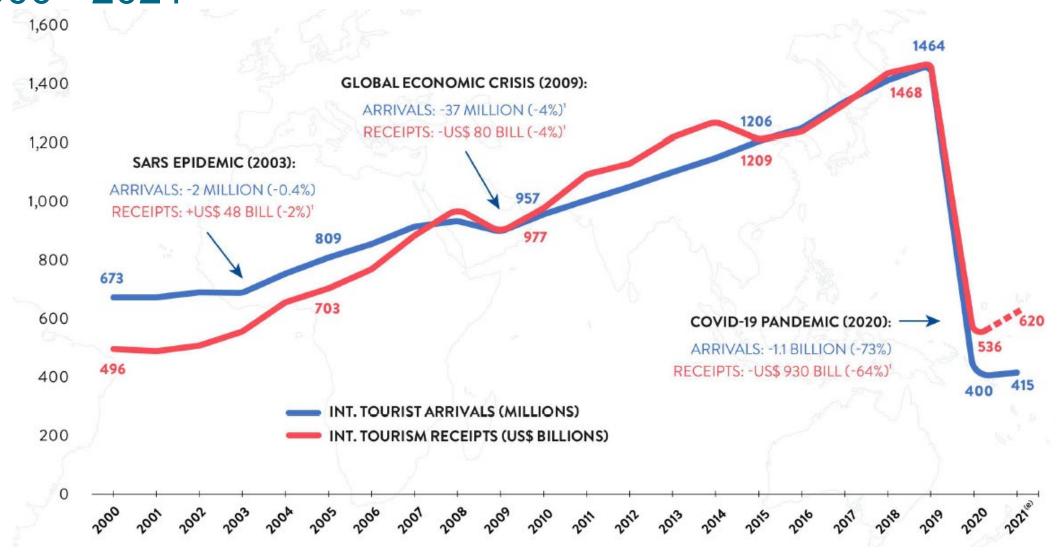


Source: UNWTO, Provisional Data (data as of January 2022)





UNWTO International Tourism Arrivals and Tourism Receipts 2000 - 2021



Source: UNWTO, Provisional Data (data as of January 2022)



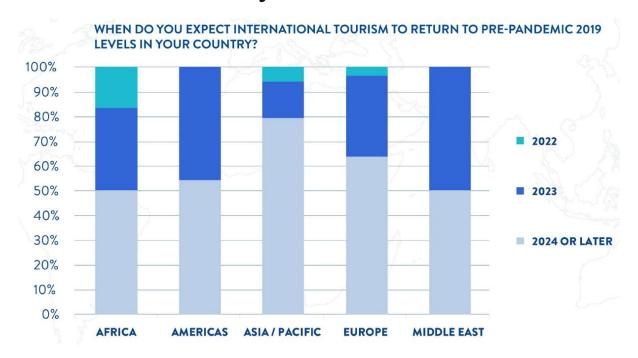


UNWTO: Optimism for 2022, but Recovery Far Off

2022 Outlook

WHAT ARE YOUR PROSPECTS FOR TOURISM PERFORMANCE IN YOUR DESTINATION OR BUSINESS IN 2022 AS COMPARED TO 2021? 100% 90% MUCH BETTER 80% 70% **■** BETTER 60% 50% EQUAL 40% 30% WORSE 20% MUCH WORSE 10% **AFRICA AMERICAS** ASIA / PACIFIC EUROPE MIDDLE EAST

Recovery to 2019 Levels



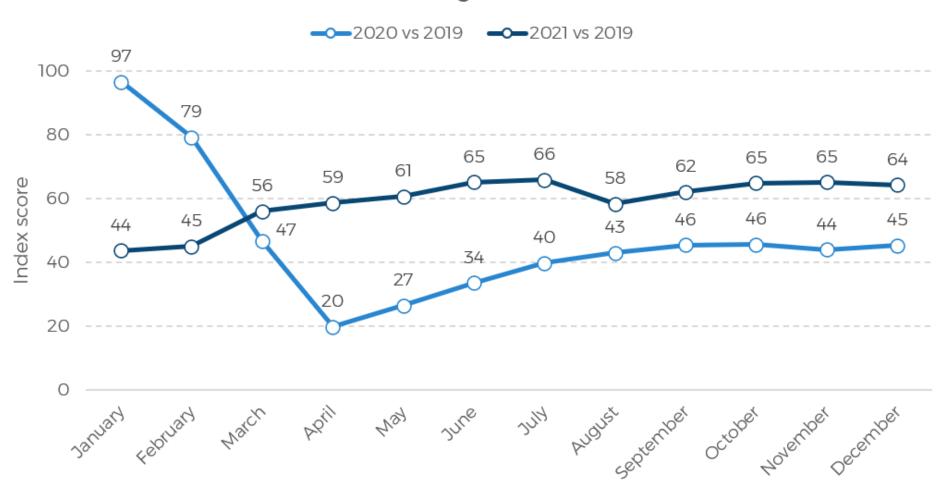
Source: UNWTO Panel of Experts, January 2022 Survey





Skift Recovery Index

Global Weighted Scores



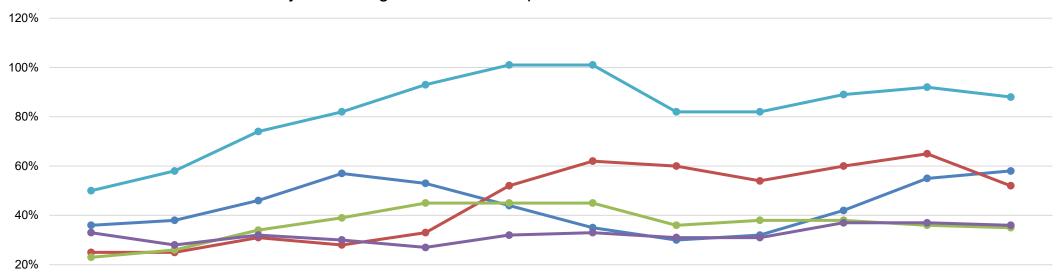
Source: Skift Research





Skift Recovery Index Origin Scores

Skift Recovery Index Origin Scores – Comparison to Same Month in 2019



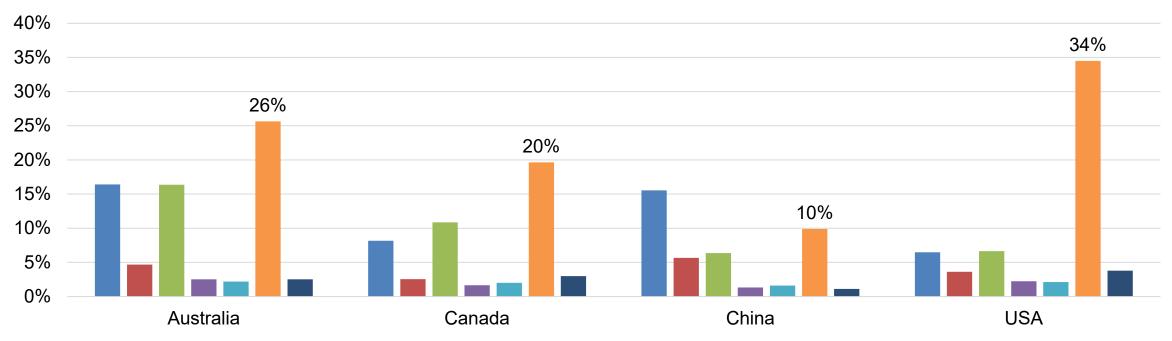
0%	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
→ Australia	36%	38%	46%	57%	53%	44%	35%	30%	32%	42%	55%	58%
← Canada	25%	25%	31%	28%	33%	52%	62%	60%	54%	60%	65%	52%
China	23%	26%	34%	39%	45%	45%	45%	36%	38%	38%	36%	35%
→ Japan	33%	28%	32%	30%	27%	32%	33%	31%	31%	37%	37%	36%
→ U.S.	50%	58%	74%	82%	93%	101%	101%	82%	82%	89%	92%	88%

Source: Skift Research





YouGov – Impact of COVID on Overseas Travel Plans



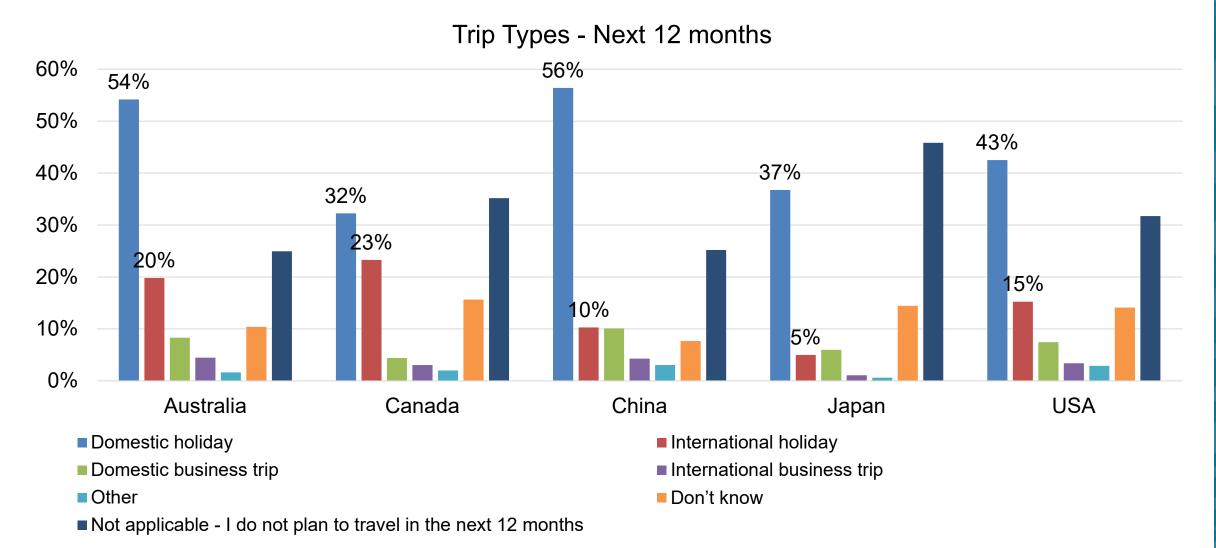
- I have already cancelled plans to travel overseas due to COVID-19
- I am considering cancelling future travel plans due to COVID-19
- I am delaying booking future travel due to COVID-19
- I am actively looking to travel overseas or have already booked overseas travel due to COVID-19
- I am planning to continue my arranged overseas travel plans
- Not applicable I did not and do not have any plans to travel overseas
- None of the above

Source: YouGov Global Travel Profiles





YouGov – Planned Trip Types

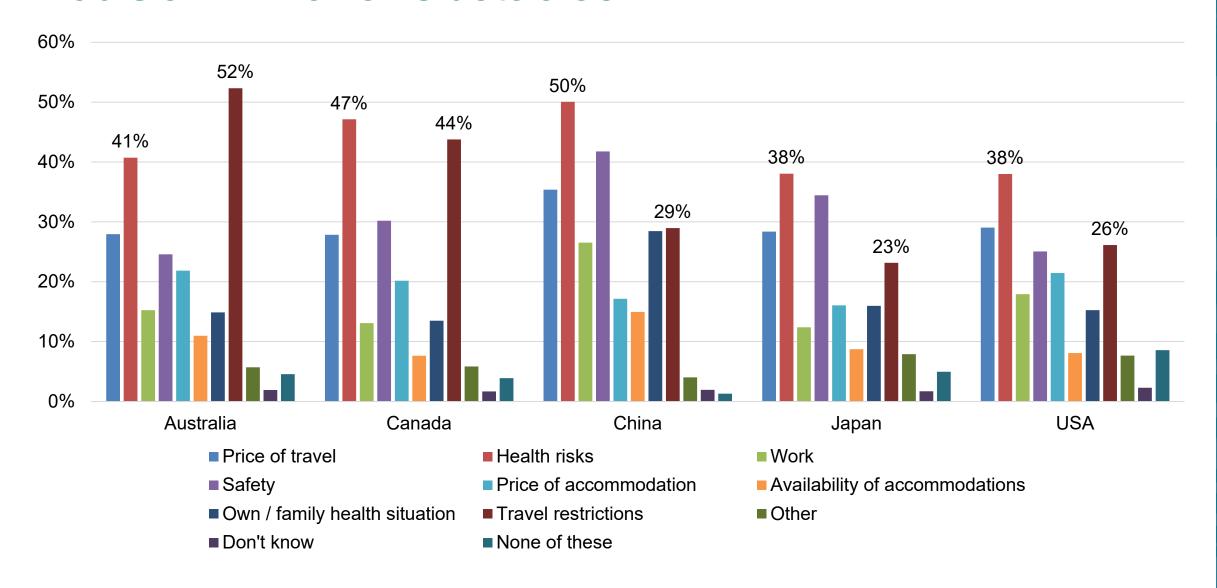


Source: YouGov Global Travel Profiles





YouGov – Travel Obstacles



Source: YouGov Global Travel Profiles





USTA: Visa Issues Impacting International Arrivals

In 2019, **5.6 million** nonimmigrant visas were issued in the top 20 inbound markets to the U.S., which accounted for **64%** of all nonimmigrant visas issued worldwide

NON-VISA WAIVER PROGRAM COUNTRIES

- Of our top 20 inbound markets, nearly 50 million visitors who spent \$106 billion visited the U.S. from non-VWP countries.
- Non-VWP countries represent 58% of nonimmigrant visas issued in 2019 (students, temporary workers, professionals, etc.).
- Average wait times for non-VWP countries exceed 343 days.

VISA WAIVER PROGRAM COUNTRIES

- Nearly 20 million travelers visited the U.S. from VWP countries in 2019.
- Although VWP countries' visitors have an expedited travel authorization process, more than 500,000 visitors required a nonimmigrant visa.

Source: U.S. Travel Association





USTA: Top 20 Inbound Markets - Non-Visa Waiver Countries

Top 20 Inbound Countries 2019	Top 20 Rank	2019 Visitation Volume	2019 Spending in U.S. in Billions (Total Travel Exports)	Restrictions on Outbound Travel (only as affecting travel to U.S.)	Current Vaccination rate, fully vaccinated (total population)	VISA Required	Avg Visa Wait Time in Days (As of Nov. 2021)	2019 Total Nonimmigrant Visas Issued
CANADA	1	20,720,068	\$22.5	NO	77%	NO	340	9,718
MEXICO	2	18,328,181	\$17.6	NO	51%	YES	506	1,471,148
CHINA (EXCL. HONG Kong)	5	2,829,970	\$33.2	YES	77%	YES	5	1,255,992
BRAZIL	7	2,104,617	\$10.2	NO	63%	YES	233	625,856
INDIA	10	1,472,517	\$14.2	YES	32%	YES	Closed	985,469
COLOMBIA	13	944,013	\$3.3	NO	49%	YES	538	217,329
ARGENTINA	15	854,442	\$3.4	NO	66%	YES	415	225,412
DOMINICAN REPUBLIC	19	488,703	\$1.7	NO	52%	YES	Closed to Visitors	100,668
EQUADOR	20	456,741	No BEA Data	NO	62%	YES	367	180,199
TOTALS		48,200,252	\$106.1 BILLION		AVERAGE: 59 %		AVERAGE: 343.43	5,071,791

Source: U.S. Travel Association





USTA: Top 20 Inbound Markets - Visa Waiver Countries

Top 20 Inbound Countries 2019	Top 20 Rank	2019 Visitation Volume	2019 Spending in U.S. in Billions (Total Travel Exports)	Restrictions on Outbound Travel (only as affecting travel to U.S.)	Current Vaccination Rate, Fully Vaccinated (total population)	VISA Required	Avg Visa Wait Time in Days (As of Nov. 2021)	2019 Total Nonimmigrant Visas Issued
UNITED KINGDOM	3	4,779,997	\$15.5	NO	69%	VWP	94	93,117
JAPAN	4	3,752,980	\$13.0	YES	77%	VWP	3	75,305
SOUTH KOREA	6	2,298,279	\$9.2	YES	79%	VWP	60	76,025
GERMANY	8	2,063,767	\$7.6	NO	69%	VWP	65	64,866
FRANCE	9	1,843,782	\$6.0	NO	70%	VWP	200	48,298
AUSTRALIA	11	1,319,238	\$8.0	YES	74%	VWP	221	44,681
ITALY	12	1,086,026	\$3.9	NO	73%	VWP	48	34,961
SPAIN	14	943,248	\$3.3	NO	80%	VWP	Closed to Visitors	32,971
NETHERLANDS	16	727,229	\$2.6	NO	73%	VWP	Closed to Visitors	21,793
IRELAND	17	520,692	\$1.9	NO	77%	VWP	167	16,571
TAIWAN	18	499,520	\$3.0	YES	55%	VWP	10	29,152
TOTALS		19,834,758	\$74 BILLION		AVERAGE: 72 %		AVERAGE: 96	537,740

Source: U.S. Travel Association





YouGov - Reasons for Not Considering Hawai'i for Vacation

Reason for Not Considering Hawai'i for Next Vacation	Percentage
Too many entry restrictions/requirements (i.e. the Safe Travels Program)	9.2%
General threat of COVID/ the spread of the Delta/Omicron Variant	14.3%
Not feeling welcome in Hawai'i	3.7%
Vaccination requirements for activities in Hawai'i (e.g. going to restaurants, bars, gyms, etc.)	7.4%
Personal/family finances	38.9%
Other reason	26.6%

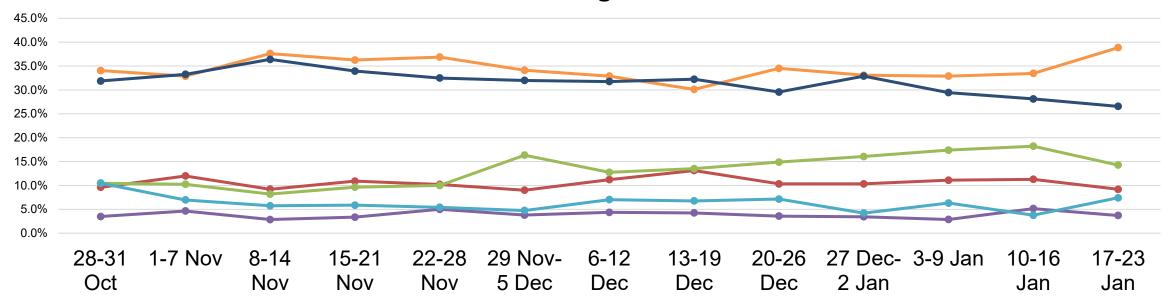
Source: YouGov Custom Question, U.S. market, field dates January 17 - 23, 2022





YouGov - Reasons for Not Considering Hawai'i for Vacation

Reasons for Not Considering Hawai'i for Next Vacation



- → Too many entry restrictions/requirements (i.e. the Safe Travels Program)
- General threat of COVID/ the spread of the Delta/Omicron variants
- →Not feeling welcome in Hawai'i
- → Vaccination requirements for activities in Hawai'i (e.g. going to restaurants, bars, gyms, etc.)
- Personal/family finances
- Other reason

Source: YouGov Custom Question, U.S. market, field dates October 28, 2021 – January 23, 2022





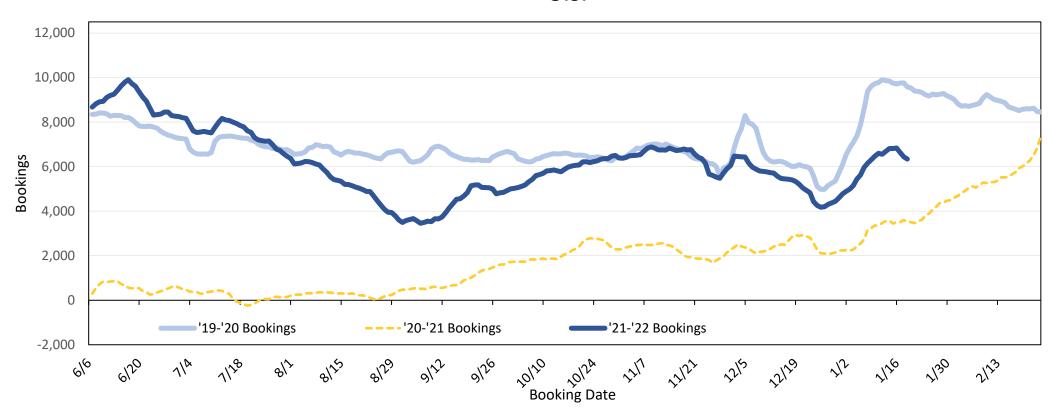
TRAVEL AGENCY BOOKING TRENDS

JANUARY 24, 2022





Travel Agency Bookings to Hawaii for Future Arrivals*
Based on a 7-day Moving Average as of January 22, 2022
U.S.



*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date. Source: Global Agency Pro

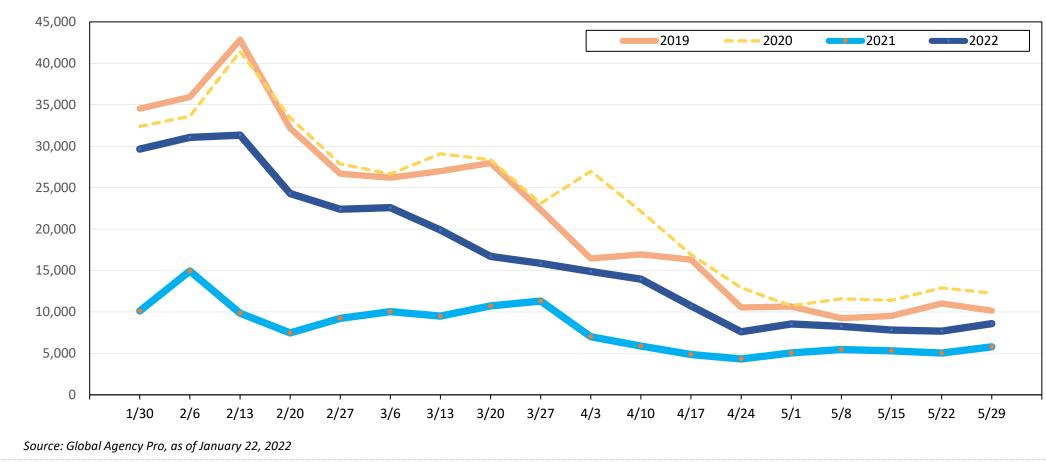
Source: Global Agency Pro





Update: Jan 22, 2022



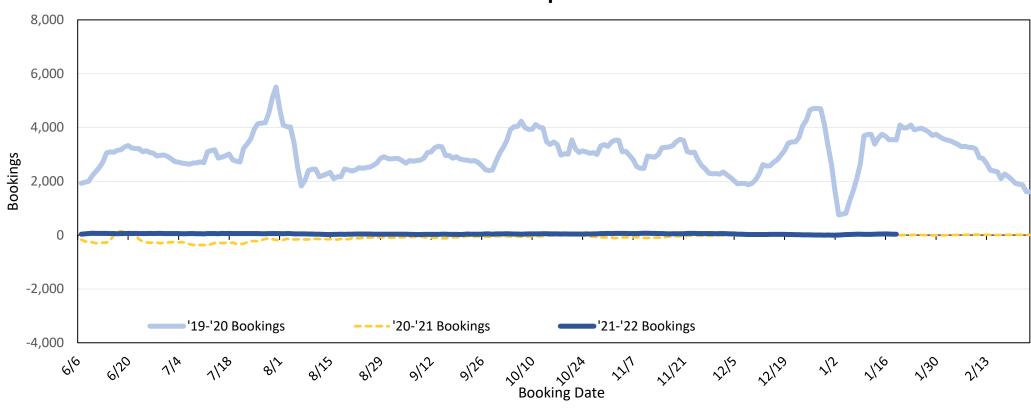


Source: Global Agency Pro





Travel Agency Bookings to Hawaii for Future Arrivals*
Based on a 7-day Moving Average as of January 22, 2022
Japan



^{*}Future Arrivals refers to all 'future' arrivals relative to a given Booking Date. Source: Global Agency Pro

Source: Global Agency Pro

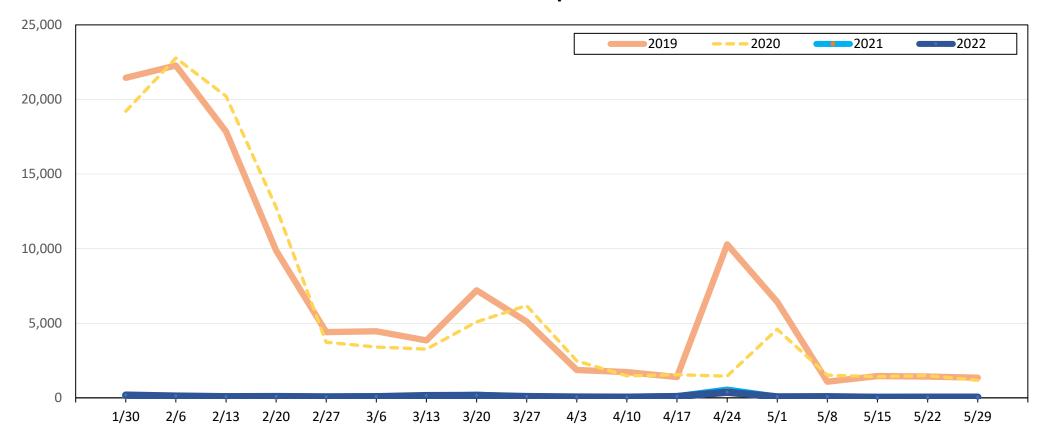




Update: Jan 22, 2022

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of January 22, 2022

Japan



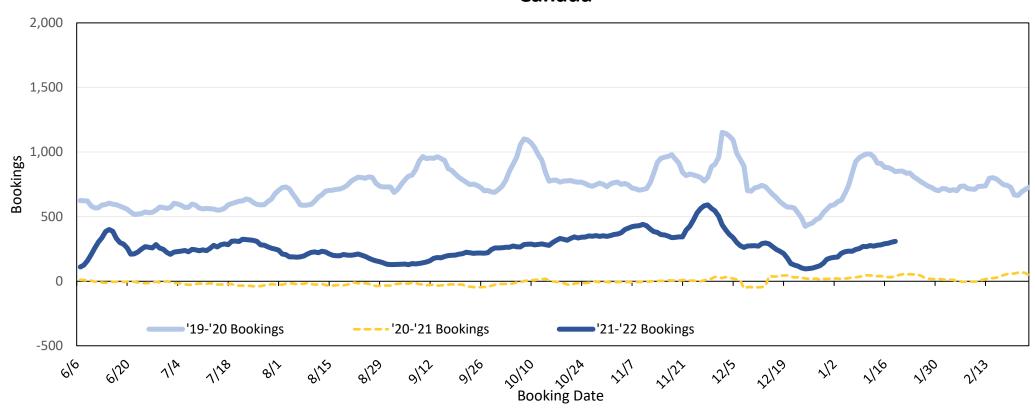
Source: Global Agency Pro, as of January 22, 2022

Source: Global Agency Pro





Travel Agency Bookings to Hawaii for Future Arrivals*
Based on a 7-day Moving Average as of January 22, 2022
Canada



*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date. Source: Global Agency Pro

Source: Global Agency Pro

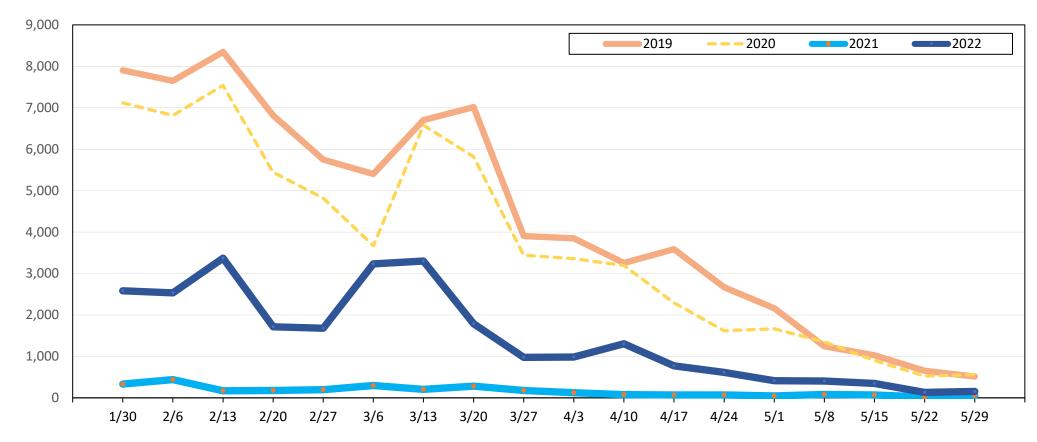




Update: Jan 22, 2022

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of January 22, 2022

Canada



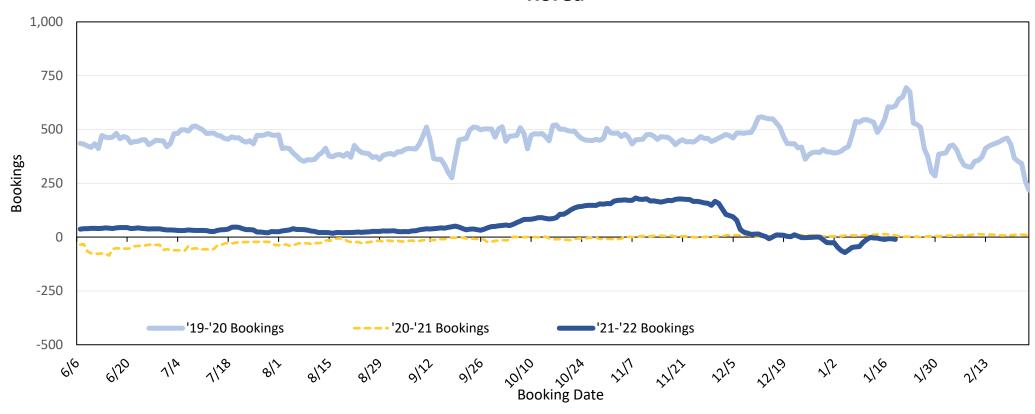
Source: Global Agency Pro, as of January 22, 2022

Source: Global Agency Pro





Travel Agency Bookings to Hawaii for Future Arrivals*
Based on a 7-day Moving Average as of January 22, 2022
Korea



*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date. Source: Global Agency Pro

Source: Global Agency Pro

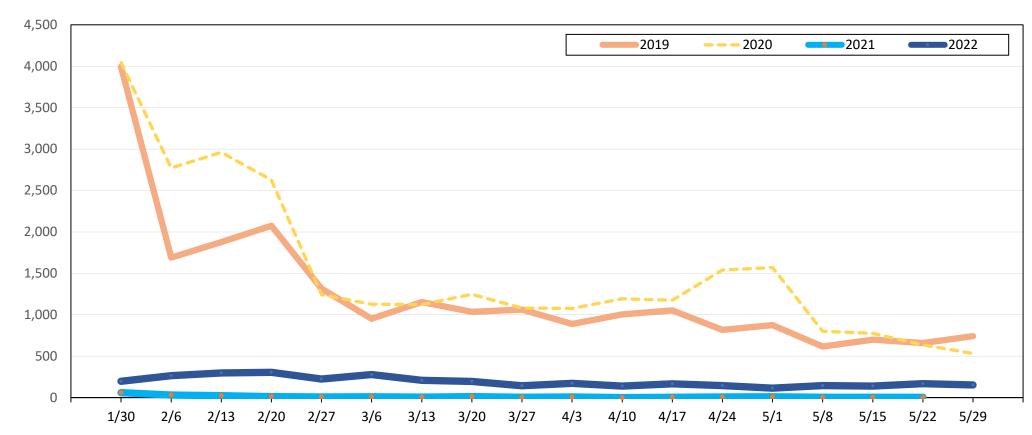




Update: Jan 22, 2022

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of January 22, 2022

Korea



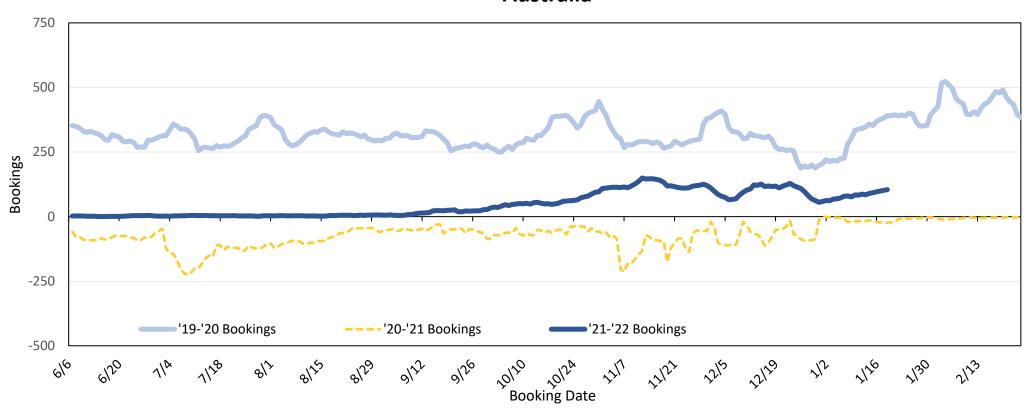
Source: Global Agency Pro, as of January 22, 2022

Source: Global Agency Pro





Travel Agency Bookings to Hawaii for Future Arrivals*
Based on a 7-day Moving Average as of January 22, 2022
Australia



^{*}Future Arrivals refers to all 'future' arrivals relative to a given Booking Date. Source: Global Agency Pro

Source: Global Agency Pro

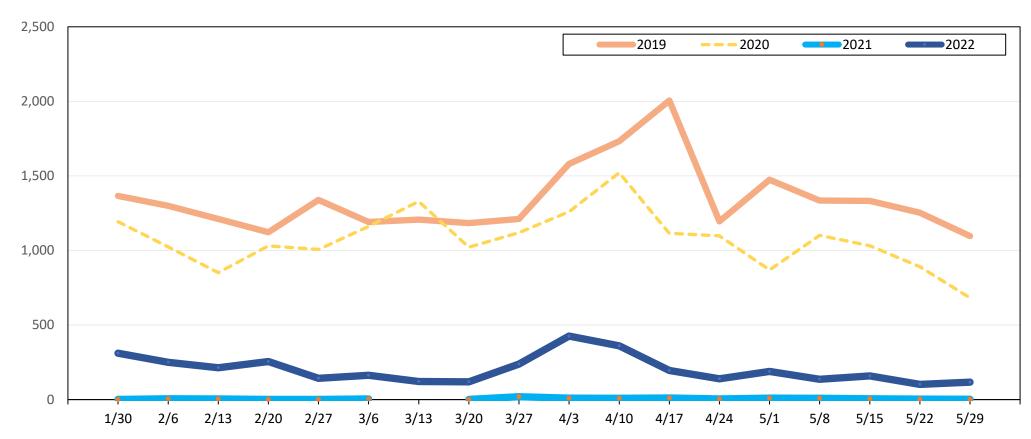




Update: Jan 22, 2022

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of January 22, 2022

Australia



Source: Global Agency Pro, as of January 22, 2022

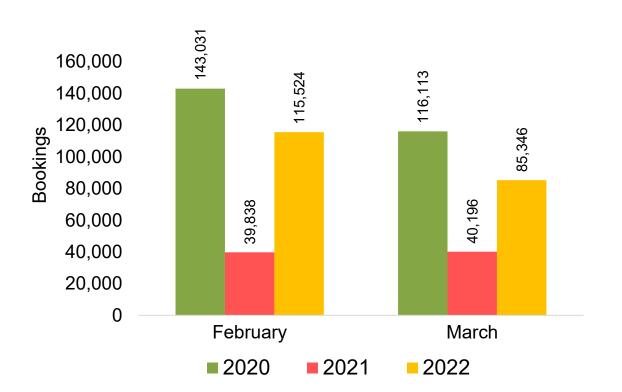
Source: Global Agency Pro



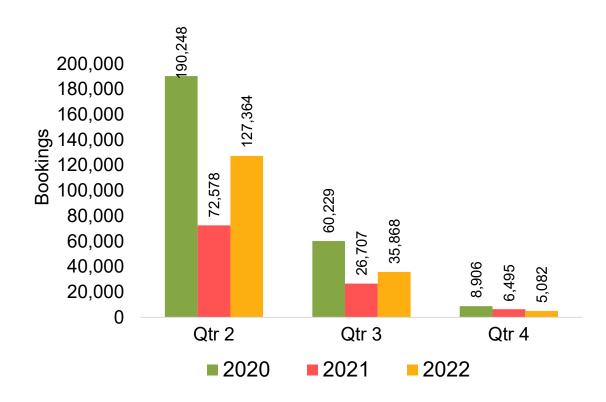


US

Travel Agency Booking Pace for Future Arrivals, by Month



Travel Agency Booking Pace for Future Arrivals, by Quarter



Source: Global Agency Pro as of 01/22/22

MAHALO!



