## HTA REGULAR BOARD MEETING

Thursday, June 30, 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











Note: 2022 figures are preliminary.





EXPENDITURES			
(\$mil.)	2022P	2021P	2019
TOTAL (AIR)	1,563.8	1,144.7	1,409.3
U.S. West	782.7	715.5	564.0
U.S. East	550.3	380.9	392.4
Japan	15.6	4.9	162.4
Canada	55.4	2.0	48.3
All Others	159.8	41.4	242.2

PPPD SPENDING (\$)	2022P	2021P	2019
TOTAL (AIR)	227.5	193.8	200.3
U.S. West	206.3	189.5	173.8
U.S. East	258.8	198.2	211.1
Japan	244.5	232.4	243.6
Canada	204.1	185.4	170.1
All Others	258.2	234.8	246.6

VISITOR ARRIVALS	2022P	2021P	2019
TOTAL (AIR)	774,144	629,681	836,058
U.S. West	453,989	418,956	387,844
U.S. East	222,144	193,501	199,344
Japan	7,167	1,312	113,226
Canada	25,320	564	26,424
All Others	65,523	15,347	109,220

AVERAGE DAILY			
CENSUS	2022P	2021P	2019
TOTAL (AIR)	221,727	190,491	226,963
U.S. West	122,358	121,773	104,660
U.S. East	68,587	62,004	59,951
Japan	2,054	677	21,507
Canada	8,762	355	9,163
All Others	19,967	5,682	31,683

Note: 2022 and 2021 figures are preliminary.





<b>EXPENDITURES</b>				PPPD			
(\$mil.)	2022P	2021P	2019	SPENDING (\$)	2022P	2021P	2019
Oʻahu	732.1	527.9	691.1	Oʻahu	243.5	210.5	203.4
Maui	454.3	350.2	400.4	Maui	238.5	193.4	213.9
Moloka'i	3.4	2.6	3.3	Molokaʻi	198.3	158.1	161.6
Lānaʻi	12.2	9.1	10.5	Lānaʻi	521.7	435.1	479.6
Kaua'i	177.3	118.9	149.9	Kauaʻi	204.6	189.0	190.5
Hawaiʻi Island	184.5	135.9	154.2	Hawaiʻi Island	174.8	147.7	164.4

VISITOR			
ARRIVALS	2022P	2021P	2019
Oʻahu	416,091	310,744	508,088
Maui	247,280	215,148	251,665
Moloka'i	3,164	2,253	5,008
Lāna'i	5,688	4,297	6,580
Kaua'i	115,243	73,018	112,106
Hawaiʻi Island	139,953	103,594	139,696

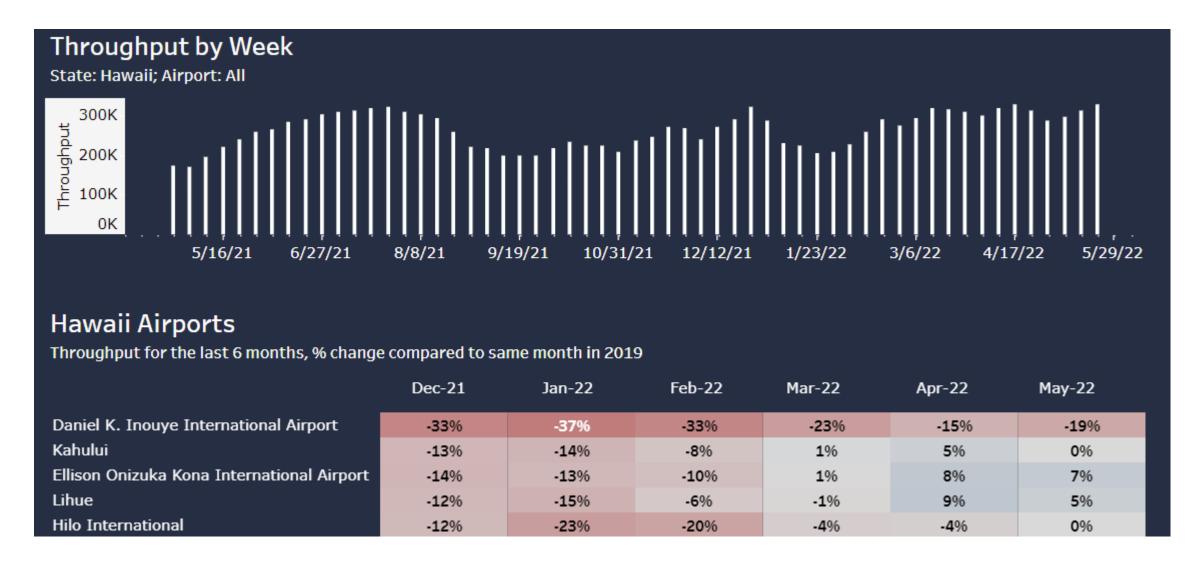
AVERAGE DAILY CENSUS	2022P	2021P	2019
Oʻahu	96,975	80,895	109,584
Maui	61,441	58,412	60,389
Moloka'i	553	538	654
Lānaʻi	755	677	704
Kauaʻi	27,950	20,296	25,376
Hawaiʻi Island	34,054	29,673	30,255

Note: 2022 and 2021 figures are preliminary.





# Hawai'i Airport Throughput



Source: TSA by Tourism Economics





PURPOSE OF TRIP - %										
Total	Total b	_	US W		US E		Japa		Cana	
	2022P	2019	2022P	2019	2022P	2019	2022P	2019	2022P	2019
Pleasure (Net)	83.3%	84.7%	84.6%	84.6%	80.9%	81.7%	81.4%	81.9%	87.9%	95.1%
Honeymoon/Get Married	5.1%	4.8%	3.8%	2.2%	5.9%	3.4%	8.0%	11.4%	4.3%	1.6%
Honeymoon	4.5%	4.3%	3.1%	1.8%	5.3%	2.9%	7.6%	10.6%	4.1%	1.4%
Get Married	0.9%	0.8%	0.9%	0.5%	1.0%	0.6%	1.2%	1.8%	0.6%	0.2%
Pleasure/Vacation	78.9%	80.4%	81.5%	82.8%	75.8%	78.9%	75.0%	71.1%	84.1%	93.8%
Mtgs/Conventions/Incentive	4.6%	2.9%	2.9%	1.8%	6.5%	2.5%	3.5%	6.1%	7.7%	2.0%
Conventions	2.1%	1.2%	1.3%	1.0%	2.4%	1.5%	1.9%	0.5%	3.0%	1.2%
Corporate Meetings	1.2%	0.7%	0.8%	0.6%	1.9%	0.7%	0.5%	0.1%	1.5%	0.7%
Incentive	1.6%	1.1%	0.9%	0.2%	2.5%	0.4%	1.0%	5.5%	3.4%	0.2%
Other Business	2.7%	2.2%	2.8%	2.9%	2.9%	3.0%	0.9%	0.6%	2.3%	0.6%
Visit Friends/Rel.	10.5%	10.1%	11.2%	12.5%	11.0%	14.3%	8.7%	1.5%	2.8%	4.2%
Gov't/Military	1.0%	0.6%	0.7%	0.6%	1.8%	1.2%	0.0%	0.0%	0.1%	0.0%
Attend School	0.2%	0.2%	0.1%	0.1%	0.2%	0.1%	1.0%	0.5%	0.1%	0.1%
Sport Events	0.4%	2.5%	0.2%	1.3%	0.2%	1.4%	1.5%	9.6%	3.8%	1.1%
Other	3.7%	3.2%	3.6%	2.6%	4.0%	3.1%	8.1%	6.8%	1.6%	0.9%

Note: 2022 figures are preliminary.





ACCOMMODATIONS - % Total	Total b	y Air	US W	/est	US E	ast	Jap	an	Can	ada
	2022P	2019	2022P	2019	2022P	2019	2022P	2019	2022P	2019
Plan to stay in Hotel	56.6%	58.4%	51.7%	48.5%	60.5%	56.5%	58.4%	82.5%	56.7%	45.5%
Plan to stay in Condo	16.6%	16.7%	18.1%	18.7%	14.2%	14.0%	23.9%	13.2%	24.4%	32.5%
Plan to stay in Timeshare	8.4%	7.2%	9.3%	8.6%	7.7%	7.3%	16.6%	5.3%	8.5%	8.8%
Cruise Ship	0.9%	1.1%	0.4%	0.7%	2.0%	2.5%	0.0%	0.3%	1.0%	1.1%
Friends/Relatives	10.8%	12.2%	11.5%	15.3%	11.2%	16.0%	4.8%	1.2%	4.4%	5.8%
Bed & Breakfast	1.1%	1.2%	1.0%	1.2%	1.2%	1.5%	0.1%	0.2%	1.1%	1.5%
Rental House	11.8%	10.5%	12.4%	12.1%	12.3%	12.2%	1.5%	0.4%	11.6%	13.0%
Hostel	0.7%	0.8%	0.5%	0.7%	0.6%	0.9%	0.6%	0.1%	2.1%	1.8%
Camp Site, Beach	0.7%	0.7%	0.7%	0.8%	0.6%	0.7%	0.1%	0.0%	3.1%	1.9%
Private Room in Private Home**	1.1%	1.8%	1.0%	1.4%	1.0%	1.4%	0.6%	0.4%	3.4%	1.8%
Shared Room/Space in Private										
Home**	0.3%	0.5%	0.3%	0.5%	0.4%	0.5%	0.3%	0.3%	0.2%	0.6%
Other	2.0%	1.5%	2.0%	2.0%	2.2%	2.0%	2.1%	0.0%	1.3%	1.4%

Note: 2022 figures are preliminary.





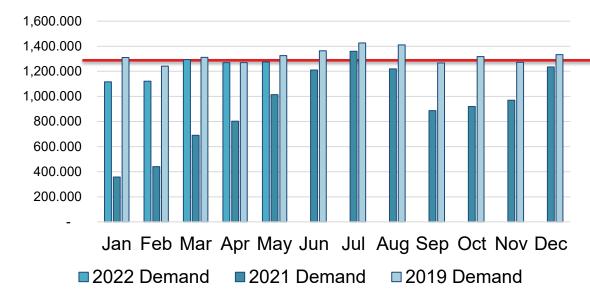
#### State of Hawai'i Hotel Performance

	2022	2021	2019
Occupancy	73.9%	61.3%	79.0%
ADR	\$340	\$288	\$255
RevPAR	\$251	\$176	\$202

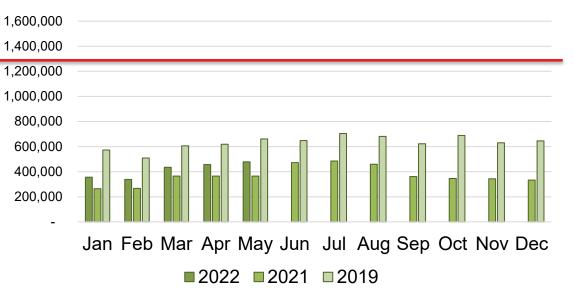
#### State of Hawai'i Vacation Rental Performance

	2022	2021	2019
Occupancy	69.4%	72.2%	71.2%
ADR	\$284	\$236	\$196

#### State of Hawai'i Hotel Demand



#### State of Hawai'i Vacation Rental Demand

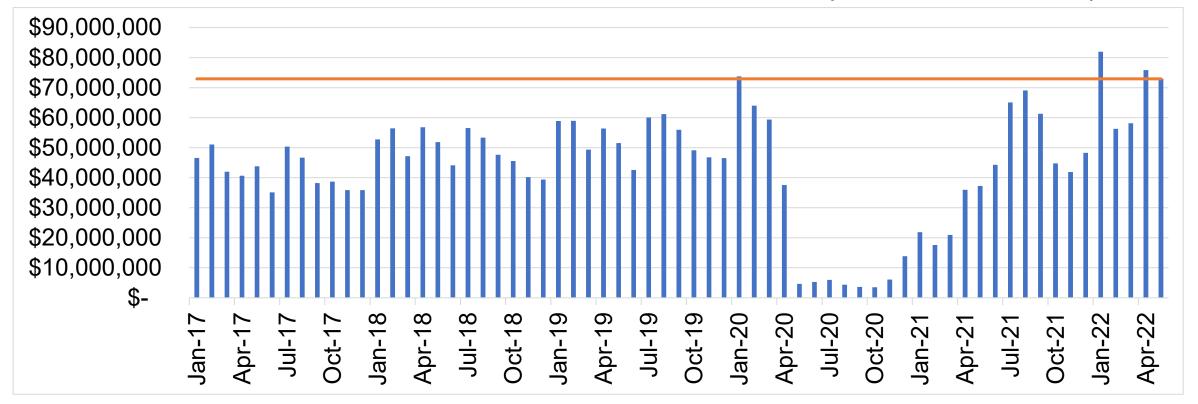


Source: STR, Inc. © Copyright 2022 Hawai'i Tourism Authority, Transparent Intelligence, Inc. © Copyright 2022 State of Hawai'i Department of Business, Economic Development & Tourism





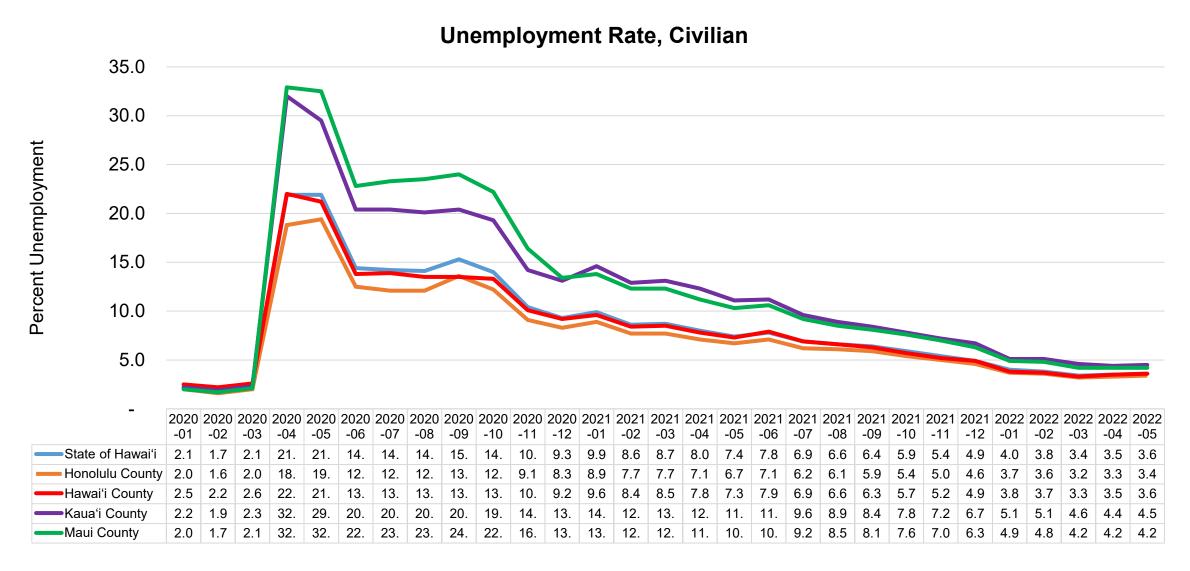
- Preliminary May TAT Collections: \$72.9 million
- Preliminary YTD Fiscal 22 TAT Collections: \$675.6 million (+295.0%)
- YTD Fiscal 21 TAT Collections: \$171.0 million (+\$504.6 million)



Source: Department of Taxation





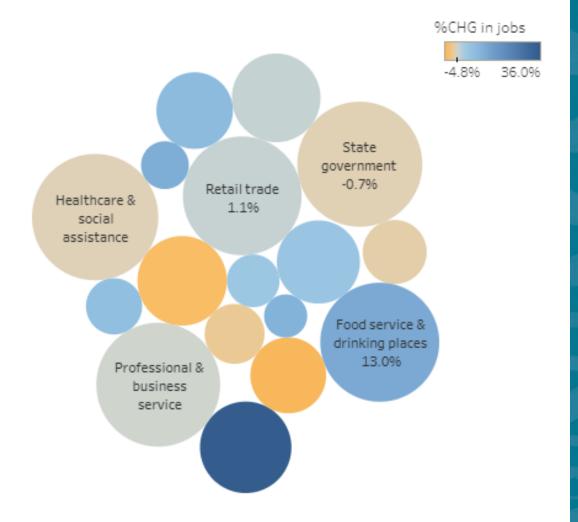


Compiled by Research & Economic Analysis Division, State of Hawaii Department of Business, Economic Development and Tourism. Source: State of Hawaiii Dep. of Labor & Industrial Relations





	Jobs	CHG*	%CHG*
Total non-agriculture W&S jobs	606,300	21,800	3.7%
Nat'l resources, mining & construction	35,800	-1,400	-3.8%
Manufacturing	12,400	600	5.1%
Wholesale trade	16,000	-300	-1.8%
Retail trade	63,000	700	1.1%
Transportation, warehousing & utilities	30,900	1,600	5.5%
Information	8,300	800	10.7%
Financial activities	25,700	-1,300	-4.8%
Professional & business service	68,500	400	0.6%
Educational service	14,100	1,000	7.6%
Healthcare & social assistance	71,300	-400	-0.6%
Arts, entertainment & recreation	10,200	1,100	12.1%
Accommodation	37,400	9,900	36.0%
Food service & drinking places	63,300	7,300	13.0%
Other service	26,200	2,100	8.7%
Federal government	35,100	400	1.2%
State government	69,800	-500	-0.7%
Local government	18,300	-200	-1.1%



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





<sup>\*</sup>Change from the same period of previous year

# Scheduled Nonstop Seats to Hawai'i by Port Entry

May	Total				Domestic			International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019	
STATE	1,039,362	829,917	1,118,421	943,437	808,136	824,403	95,925	21,781	294,018	
HONOLULU	554,458	424,272	699,144	469,166	402,623	424,455	85,292	21,649	274,689	
KAHULUI	265,870	243,702	229,284	255,237	243,570	220,016	10,633	132	9,268	
KONA	116,036	107,706	106,089	116,036	107,706	96,028	0	0	10,061	
HILO	3,183	2,158	3,938	3,183	2,158	3,938	0	0	0	
LIHU'E	99,815	52,079	79,966	99,815	52,079	79,966	0	0	0	

June	Total				Oomestic		International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	1,060,674	980,170	1,166,887	962,385	959,533	888,904	98,289	20,637	277,983
HONOLULU	533,737	489,881	691,994	444,172	469,244	431,658	89,565	20,637	260,336
KAHULUI	292,637	278,205	265,892	283,913	278,205	257,829	8,724	0	8,063
KONA	124,970	124,659	114,157	124,970	124,659	104,573	0	0	9,584
HILO	5,191	4,999	4,700	5,191	4,999	4,700	0	0	0
LIHU'E	104,139	82,426	90,144	104,139	82,426	90,144	0	0	0

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of June 27, 2022, subject to change





# Scheduled Nonstop Seats to Hawai'i by Port Entry

July		Total		Į	Domestic		Ir	nternation	al
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	1,185,846	1,175,933	1,237,099	1,051,611	1,149,908	935,384	134,235	26,025	301,715
HONOLULU	625,232	583,089	736,331	501,630	557,412	452,553	123,602	25,677	283,778
KAHULUI	312,745	345,407	281,408	302,112	345,059	273,254	10,633	348	8,154
KONA	133,559	140,019	119,878	133,559	140,019	110,095	0	0	9,783
HILO	5,549	5,549	5,146	5,549	5,549	5,146	0	0	0
LIHU'E	108,761	101,869	94,336	108,761	101,869	94,336	0	0	0

August	Total				Domestic		International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	1,177,841	1,126,296	1,193,649	996,679	1,092,775	881,533	181,162	33,521	312,116
HONOLULU	647,235	568,905	737,103	479,293	539,147	443,146	167,942	29,758	293,957
KAHULUI	295,961	308,898	257,291	285,328	305,135	248,915	10,633	3,763	8,376
KONA	126,045	138,197	108,231	123,458	138,197	98,448	2,587	0	9,783
HILO	5,549	5,549	4,804	5,549	5,549	4,804	0	0	0
LIHU'E	103,051	104,747	86,220	103,051	104,747	86,220	0	0	0

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of June 27, 2022, subject to change





# Scheduled Nonstop Seats to Hawai'i From Japan

		June			July			August	
	2022	2021	2019	2022	2021	2019	2022	2021	2019
JAPAN	23,534	7,686	155,388	38,264	9,626	165,392	87,699	11,214	179,764
Nagoya			13,724			14,415	1,592	0	14,415
Osaka	1,390	1,112	33,374	1,709	1,390	30,573	10,848	1,112	34,720
Sapporo			3,614			3,614			4,448
Tokyo HND	7,678	2,960	24,060	14,677	3,764	24,862	27,426	4,010	24,862
Tokyo NRT	14,466	3,614	80,616	21,878	4,472	91,928	47,833	6,092	101,319

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of June 27, 2022, subject to change

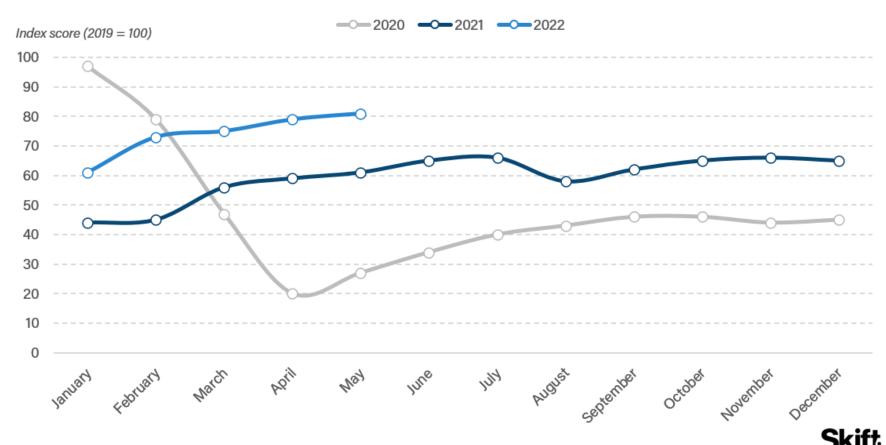




# Skift Travel Health Index May 2022 = 81

#### **Global Travel Health Index Score**

(Weighted Average)



Source: Skift Research from partner data. All data vs same month in 2019.

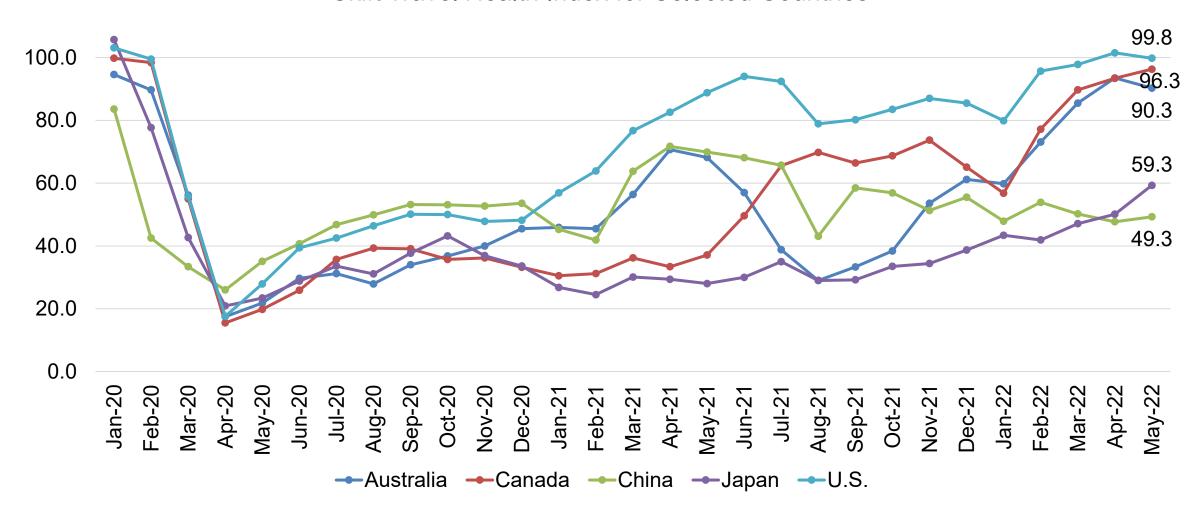






# Skift Travel Health Index by Country

Skift Travel Health Index for Selected Countries



Source: Skift Research





# Pacific Asia Travel Association COVID-19 Update &

Recovery Dashboard

DESTINATION	LOCKDOWN STATUS	INBOUND TRAVEL	OUTBOUND TRAVEL	VACCINATION RATE
AUSTRALIA	OPEN	OPEN	OPEN	21,659,860 (84.0%)
AZERBAIJAN	OPEN	OPEN	OPEN	4,853,088 (47.5%)
CANADA	OPEN	OPEN	OPEN	31,441,064 (82.6%)
CHINA	PARTIAL	PARTIAL	RESTRICTED	1,259,987,000 (87.2%)
FIJI	OPEN	OPEN	OPEN	634,914 (70.3%)
HAWAII	OPEN	OPEN	OPEN	1,107,414 (77.9%)
HONG KONG SAR	PARTIAL	PARTIAL	OPEN	6,417,766 (85.0%)
INDIA	OPEN	PARTIAL	PARTIAL	910,723,911 (65.4%)
INDONESIA	PARTIAL	OPEN	OPEN	168,251,795 (60.9%)
JAPAN	PARTIAL	PARTIAL	PARTIAL	102,316,683 (81.2%)
KOREA (ROK)	OPEN	OPEN	OPEN	44,621,613 (87.0%)
MALAYSIA	OPEN	OPEN	OPEN	27,259,374 (83.2%)
MALDIVES	OPEN	OPEN	OPEN	384,347 (70.7%)
MYANMAR	OPEN	OPEN	OPEN	27,027,467 (49.3%)
NEPAL	PARTIAL	PARTIAL	PARTIAL	20,235,863 (68.2%)
NEW ZEALAND	OPEN	OPEN	OPEN	4,111,691 (80.2%)
SINGAPORE	OPEN	OPEN	OPEN	4,995,121 (91.6%)
SRI LANKA	OPEN	OPEN	OPEN	14,523,208 (67.6%)
THAILAND	OPEN	OPEN	OPEN	52,842,017 (75.5%)
USA	OPEN	OPEN	OPEN	222,123,223 (66.9%)
VIETNAM	OPEN	OPEN	OPEN	80,592,402 (82.1%)

Source: Copyright © 2022 Pacific Asia Travel Association, as of June 29, 2022

#### Lockdown status:

Open – no restrictions on capacities, all economic sectors open - but face mask-wearing may still be imposed.

Partial – some restrictions are in place - that could be certain school classes, nightclubs/bars, certain economic sectors, limits on the number of people in gatherings, etc.

Restricted – closure of all non-essential businesses, restricted movement.

#### **Inbound travel:**

Open – leisure tourism permitted for majority of inbound travellers, although testing/ pre-registration/ visas may be required.

Partial – leisure tourism may be permitted, either to certain parts of the country or for certain nationalities to enter the country only. Could also apply to certain "Green Lane" schemes.

Restricted – leisure tourism not permitted.

Closed – all entry not permitted.







#### U.S. TRAVEL



Travel Indicators

Int'l Arrivals to the U.S.

**Economic Conditions** 

Employment

Workforce

Travel Sentiment

Predictive DMO Indicators

Predictive Industry Indicators

Economic Forecast

Domestic Travel Forecast

International Travel Forecast

U.S. Hotel Forecast

Data Sources & Partners

#### U.S. Resident Vacation Intentions

% of U.S. residents intending to travel in the next 6-months



#### Source: The Conference Board

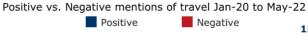
#### U.S. Business Travel Sentiment

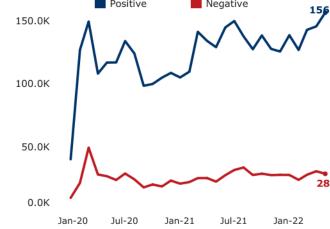
% of US companies that plan on being in the travel game the nex..



\*survey suspended for November and December, 2021 Source: GBTA Business Travel Survey

#### Social Travel Sentiment by Month





Source: MMGY Global

#### **Consumer Travel Sentiment**

% of travelers that are ready to travel



Source: Destination Analysts

#### Consumer Travel Sentiment

Travelers with Travel Plans in the Next Six Months



Source: Longwoods International

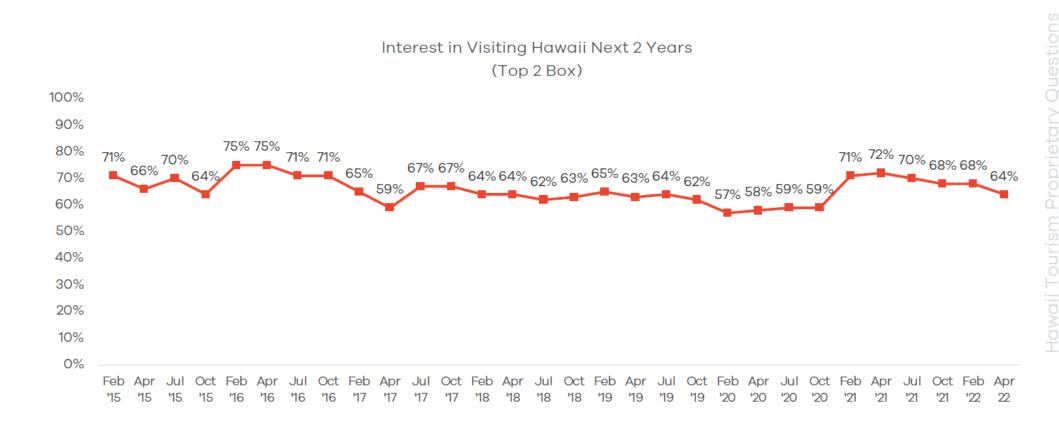


https://www.hawaiitourismauthority.org/research/other-research/





#### Interest in Visiting Hawaii is Down Significantly from April '21.



MM Travel
Intelligence

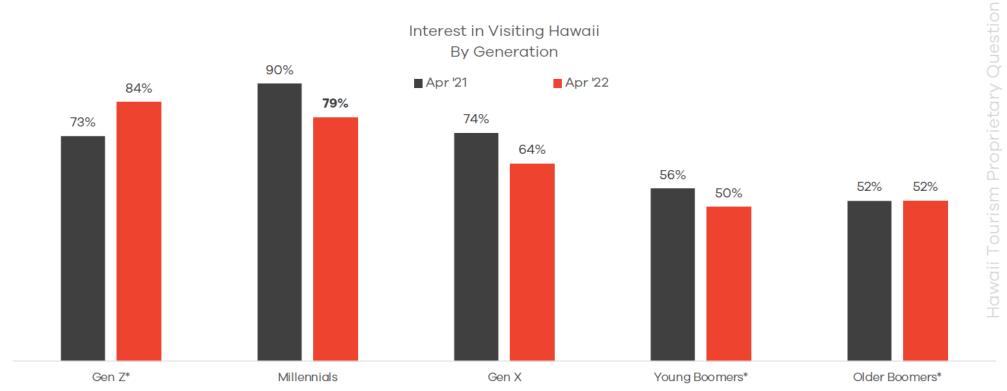
Base: Air Travelers (n=1,432)

Source: MMGY Global's 2022 Portrait of American Travelers® "Summer Edition"





# Interest in Visiting Hawaii Decreased Among Millennials from April '21.



<sup>\*</sup> Small sample size – Interpret with caution.

Data in bold indicates a significant difference from April 2021.

Base: Air Travelers (n=1,432)

Source: MMGY Global's 2022 Portrait of American Travelers® "Summer Edition"

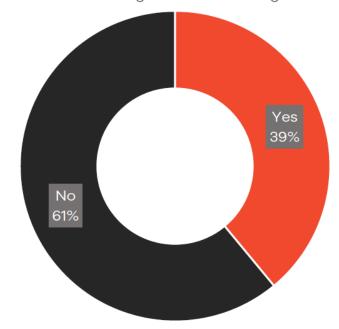






# The Cost to Visit Hawaii is the Top Deterrent to Visit, Increasing Slightly from Last Year and Now Higher Than Concerns of COVID-19.

Considered Visiting Hawaii But Changed Mind

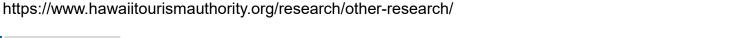


**Base:** Air Travelers (n=1,432) & Travelers Who Changed Their Mind (n=554) **Source:** MMGY Global's 2022 *Portrait of American Travelers®* "Summer Edition"

Reasons For Not Visiting Hawaii – Among Those Who Changed Their Mind	Apr '21	Apr '22
Price of airfare	31%	35%
Price of a vacation package	26%	30%
Hawaii's COVID-19 travel restrictions	NA	27%
Price of the hotel	27%	25%
Better value at another destination	23%	23%
Concerns about COVID-19 variants	NA	21%
The flight to Hawaii is too long	22%	20%
Accommodations were not available	11%	12%
Already been and want to try another destination	18%	11%
Not enough time to travel to Hawaii	13%	11%
Not sure which island(s) in Hawaii to visit	13%	11%
Hawaii is too crowded	17%	10%
Hurricanes and tropical storms hitting Hawaii	13%	9%
Local people are not friendly	12%	9%
Hawaii is not unique enough	11%	8%
Not enough activities in Hawaii	7%	8%
Hawaii is not exotic enough	9%	6%

Data in bold indicates a significant difference from April 2021.



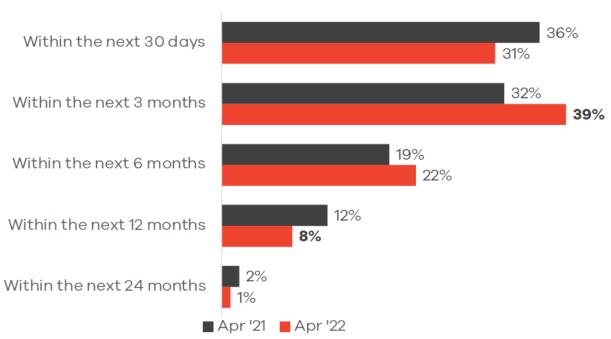






# Travel Intentions in the Next 3 Months Are Up From April '21.





Traveler Intentions: Over Ti

Data in bold indicates a significant difference from February 2021.

Base: Likely to Visit Hawaii (n=646)

Source: MMGY Global's 2022 Portrait of American Travelers® "Summer Edition"

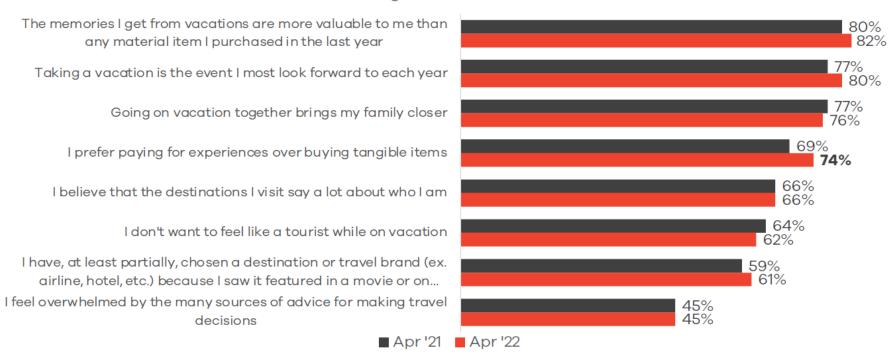






# Likely Hawaii Visitors Are Looking For Experiences and To Make Memories When on Vacation

% Agree with Statements



MM Travel GY Intelligence

Data in bold indicates a significant difference from April 2021.

Base: Likely to Visit Hawaii (n=646)

Source: MMGY Global's 2022 Portrait of American Travelers® "Summer Edition"





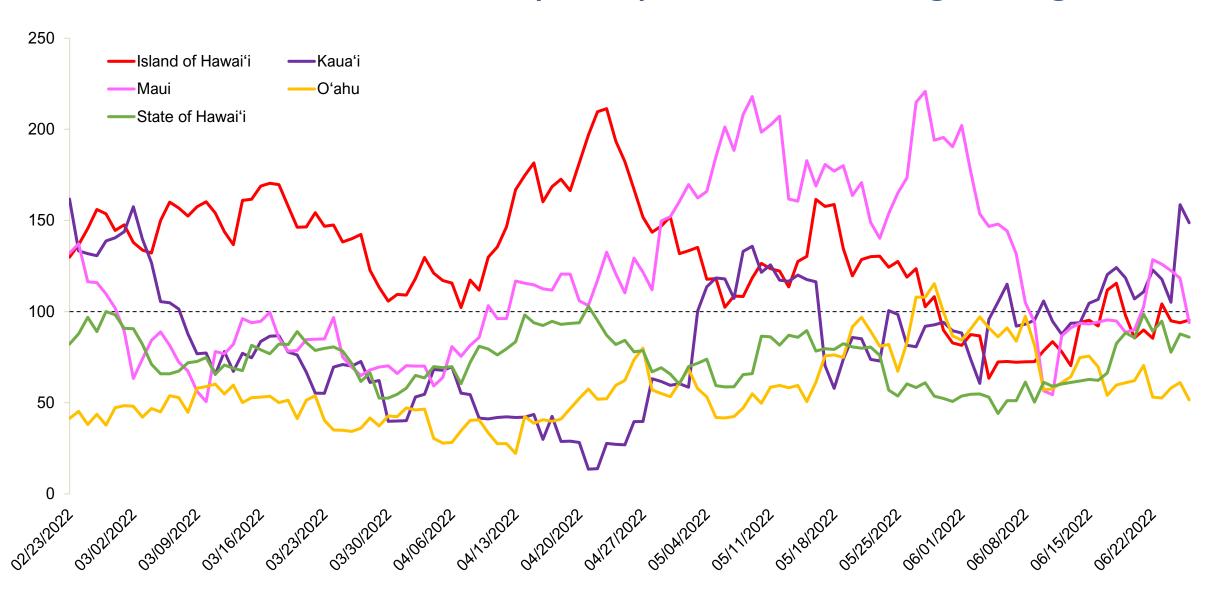
## **YouGov Destination Index Trends**

June 27, 2022



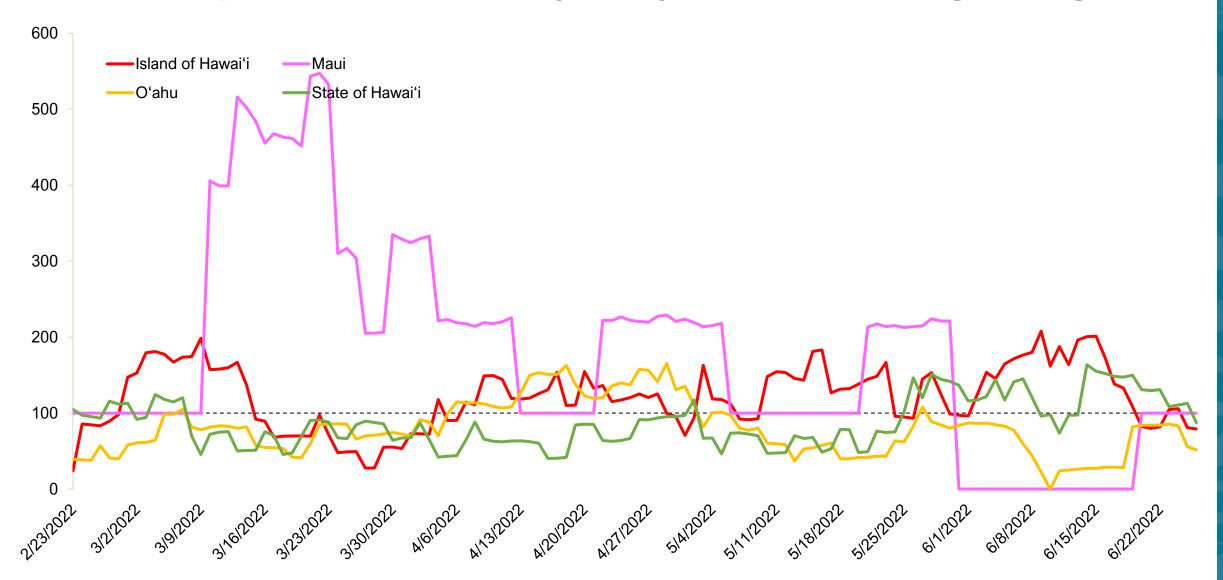


#### Index of U.S. Purchase Intent (% Yes) Two-Week Moving Average



Question: (Net) Of the destinations considered, which are you most likely to visit?

#### **Index of Japan Purchase Intent (% Yes) Two-Week Moving Average**



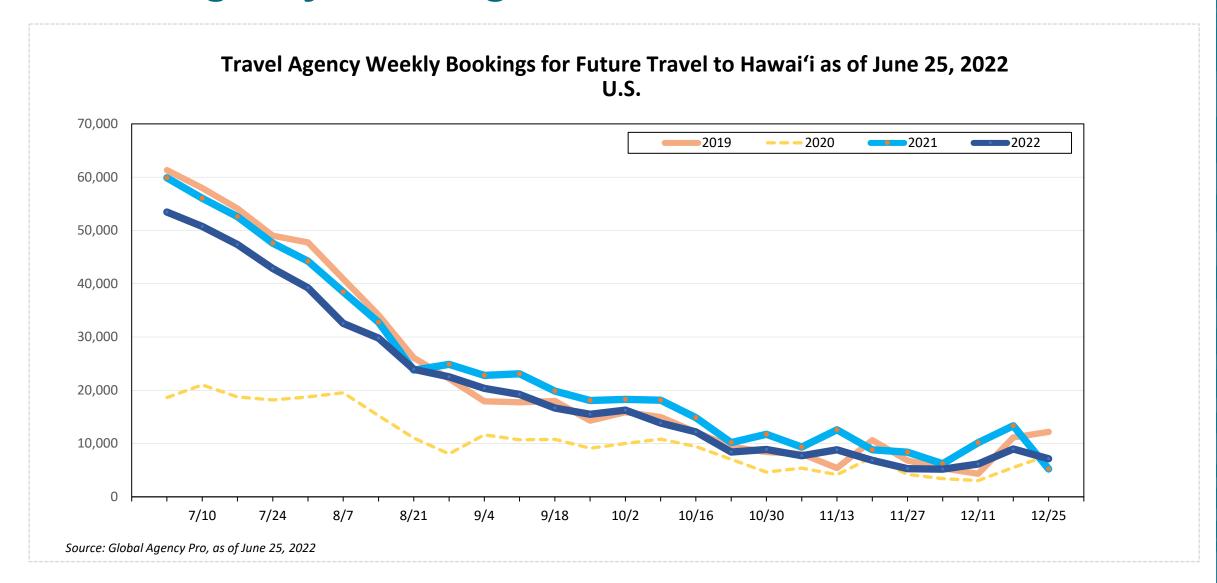
Question: (Net) Of the destinations considered, which are you most likely to visit?

\*Kaua'i is not included due to low response volume

# TRAVEL AGENCY BOOKING TRENDS



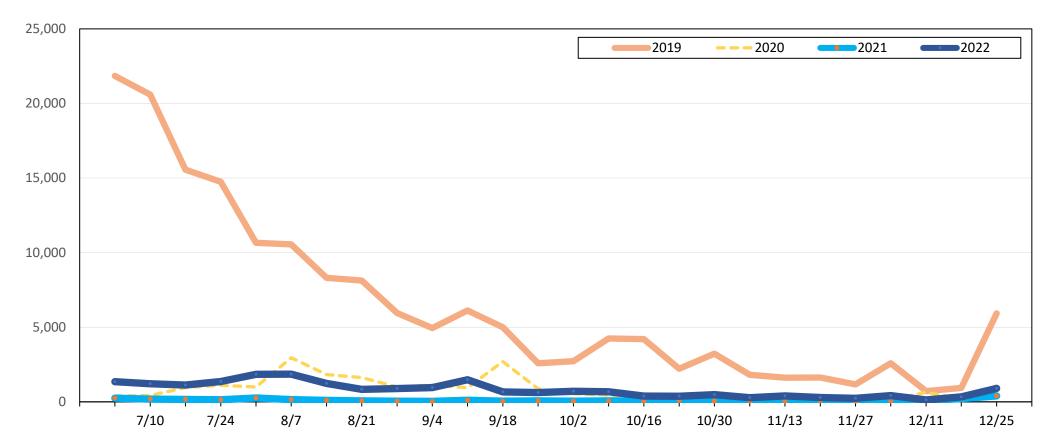








Travel Agency Weekly Bookings for Future Travel to Hawai'i as of June 25, 2022

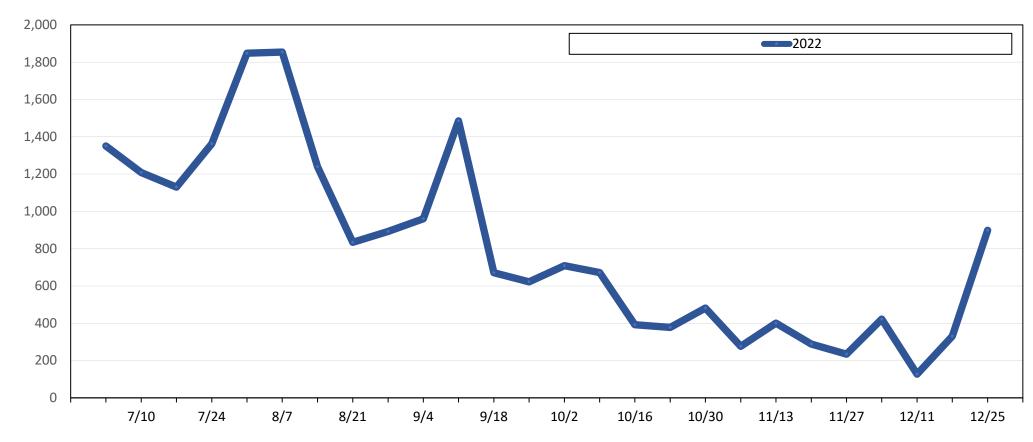


Source: Global Agency Pro, as of June 25, 2022





Travel Agency Weekly Bookings for Future Travel to Hawai'i as of June 25, 2022

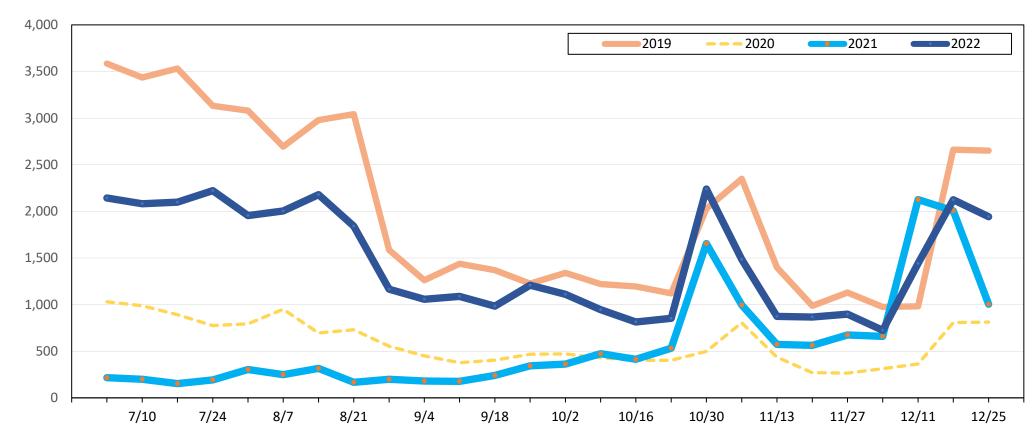


Source: Global Agency Pro, as of June 25, 2022





Travel Agency Weekly Bookings for Future Travel to Hawai'i as of June 25, 2022
Canada

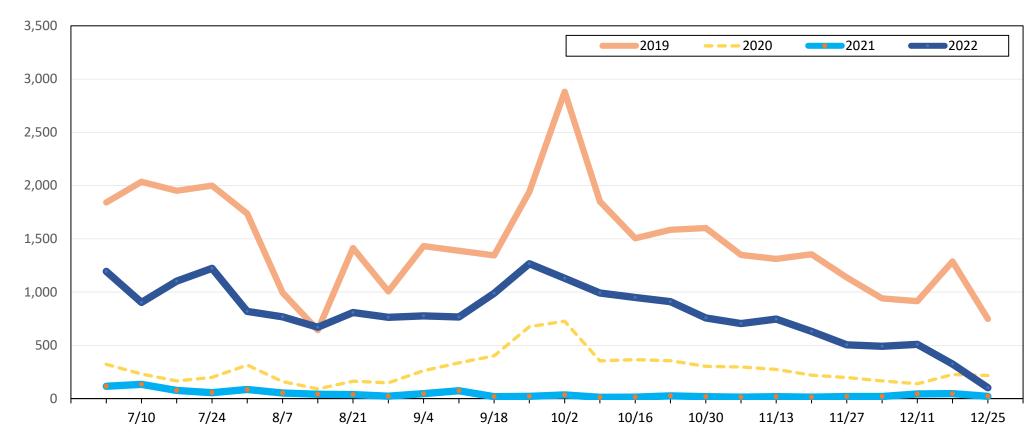


Source: Global Agency Pro, as of June 25, 2022





Travel Agency Weekly Bookings for Future Travel to Hawai'i as of June 25, 2022



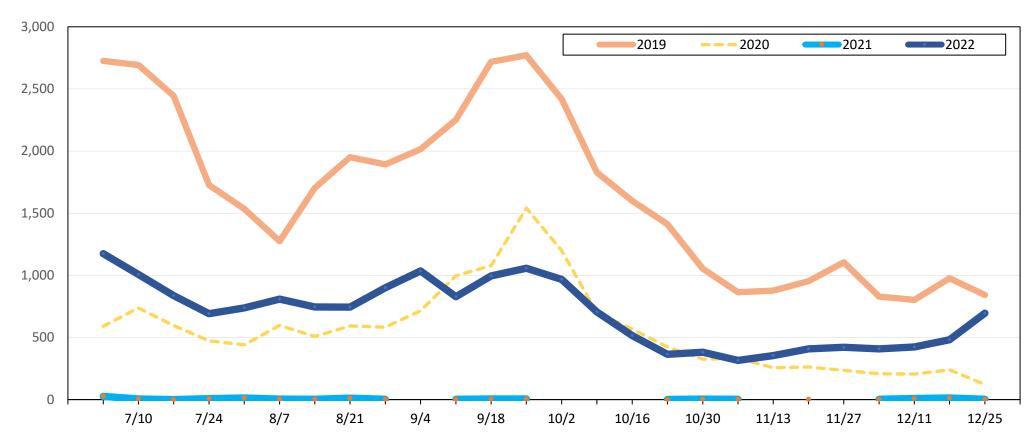
Source: Global Agency Pro, as of June 25, 2022





Travel Agency Weekly Bookings for Future Travel to Hawai'i as of June 25, 2022

Australia



Source: Global Agency Pro, as of June 25, 2022









## VISITOR SATISFACTION STUDY Q1 2022

State of Hawai'i Department of Business, Economic Development & Tourism

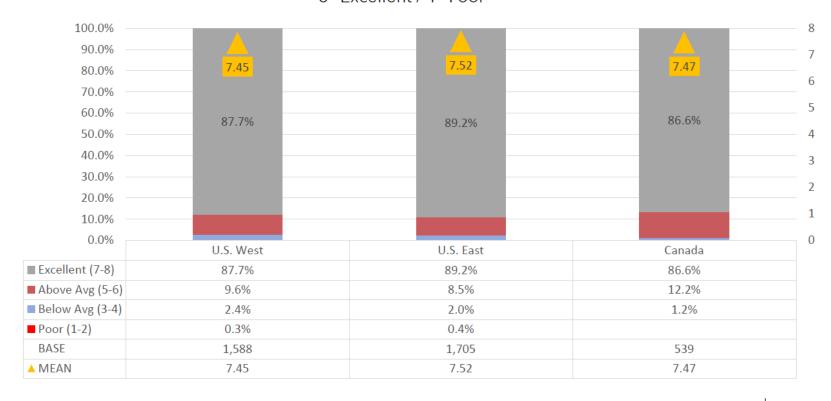






## Satisfaction - State of Hawai'i by Visitor Market

8-pt Rating Scale 8=Excellent / 1=Poor



Q. How would you rate your most recent trip to the state of Hawai'i? How would you rate your experience on \_\_\_?



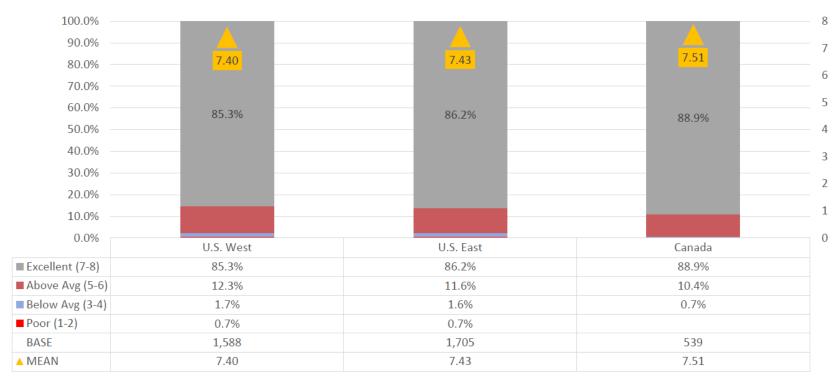






#### SAFE AND SECURE DESTINATION

8-pt Rating Scale 8=Excellent/ 1=Poor



Q. Based on your most recent trip to Hawai'i, how would you rate the state of Hawai'i on\_\_\_?



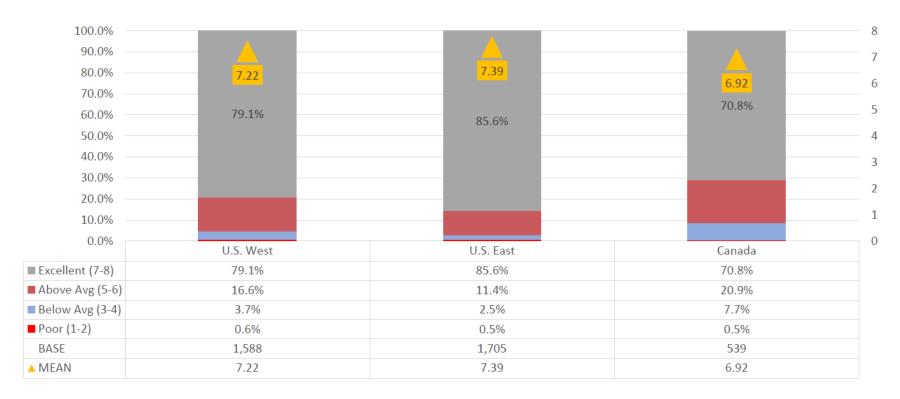






#### **ENVIRONMENTALLY FRIENDLY/ SUSTAINABLE**

8-pt Rating Scale 8=Excellent/ 1=Poor



Q. Based on your most recent trip to Hawai'i, how would you rate the state of Hawai'i on\_\_\_?



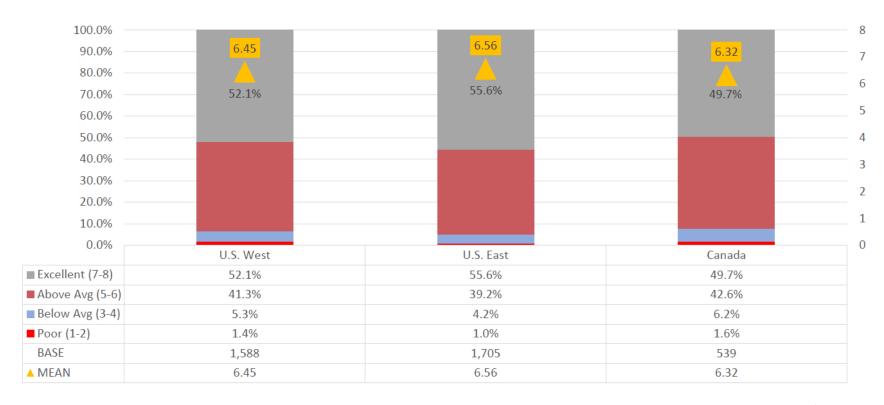






#### **VOLUNTEER/ GIVE-BACK OPPORTUNITIES**

8-pt Rating Scale 8=Excellent/ 1=Poor



Q. Based on your most recent trip to Hawai'i, how would you rate the state of Hawai'i on\_\_\_?

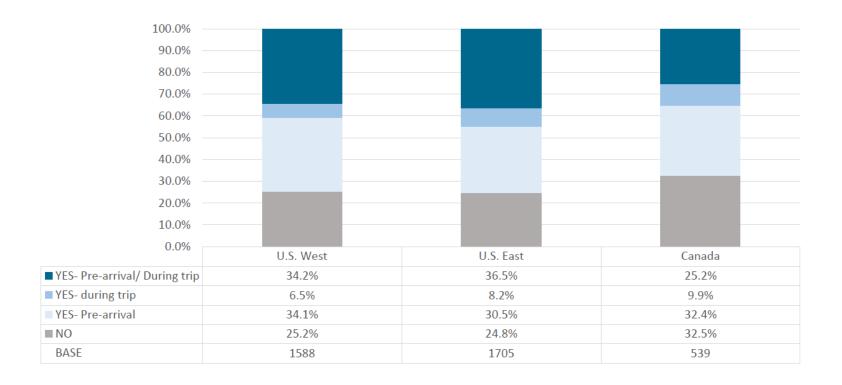








#### SAFE AND RESPONSIBLE TRAVEL



Q. Either before visiting or while you were in Hawai'i, do you recall seeing or hearing anything about any of the following topics?



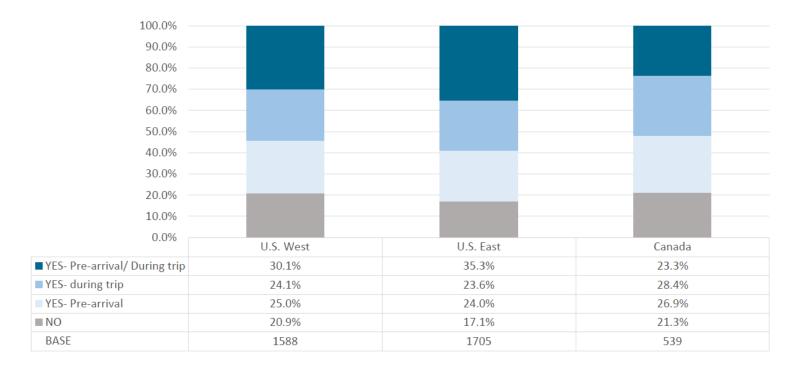








# CARING FOR AND RESPECTING HAWAI'I'S CULTURE, PEOPLE, AND ENVIRONMENT



Q. Either before visiting or while you were in Hawai'i, do you recall seeing or hearing anything about any of the following topics?









# MAHALO!



