

# HTA REGULAR BOARD MEETING

Thursday, February 29, 2024

*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

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HAWAII TOURISM  
AUTHORITY

The logo for the Department of Business, Economic Development & Tourism (DBEDT) features a stylized blue wave icon to the left of the acronym 'DBEDT' in large, bold, white letters. Below the acronym, the text 'STATE OF HAWAII • DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM' is written in a smaller, white, sans-serif font.

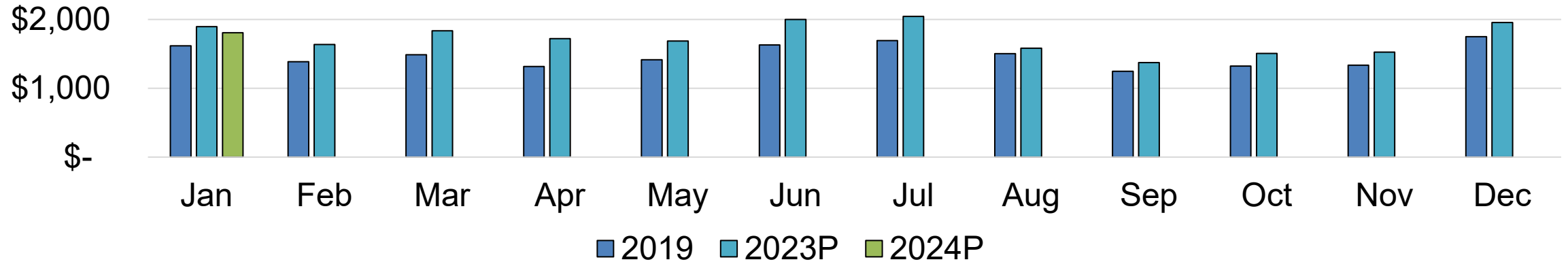
STATE OF HAWAII • DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

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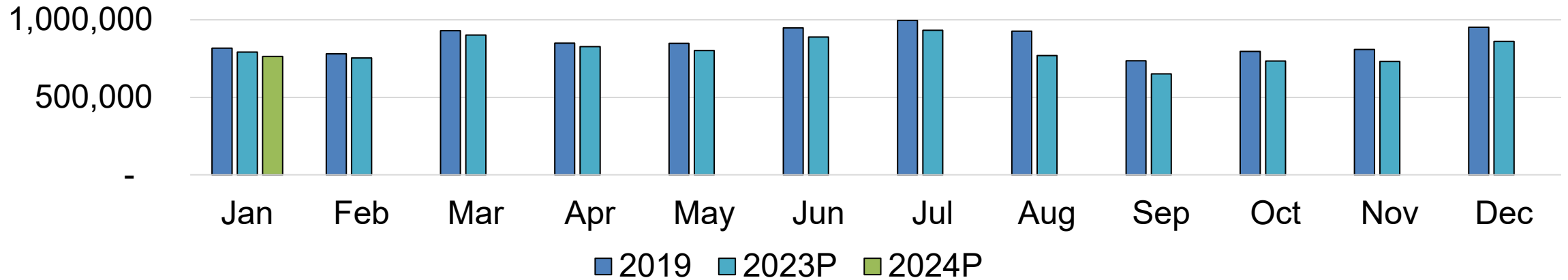
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# January 2024 Highlights – Expenditures and Arrivals

## Monthly Visitor Expenditures (\$millions)



## Monthly Visitor Arrivals



Note: 2023 and 2024 figures are preliminary.

# January 2024 Highlights by Market

<b>EXPENDITURES</b>			
(\$mil.)	2024P	2023P	2019
TOTAL (AIR)	1,800.8	1,887.9	1,612.9
U.S. West	768.2	804.4	556.7
U.S. East	579.0	618.9	462.9
Japan	78.8	58.1	173.4
Canada	155.3	154.4	165.4
All Others	219.5	252.1	254.5

<b>PPPD SPENDING</b>			
(\$)	2024P	2023P	2019
TOTAL (AIR)	242.1	236.9	199.7
U.S. West	231.3	221.7	180.0
U.S. East	261.0	255.0	216.2
Japan	239.7	237.1	239.7
Canada	224.5	205.9	167.0
All Others	250.3	274.5	225.6

<b>VISITOR ARRIVALS</b>			
	2024P	2023P	2019
TOTAL (AIR)	745,644	775,132	805,567
U.S. West	356,174	383,351	317,655
U.S. East	192,490	213,286	185,253
Japan	52,911	32,305	120,418
Canada	54,002	56,501	69,687
All Others	90,068	89,689	112,554

<b>AVERAGE DAILY CENSUS</b>			
	2024P	2023P	2019
TOTAL (AIR)	239,949	257,090	260,522
U.S. West	107,164	117,064	99,765
U.S. East	71,568	78,303	69,068
Japan	10,608	7,907	23,334
Canada	22,313	24,197	31,962
All Others	28,296	29,618	36,393

Note: 2023 and 2024 figures are preliminary.

# January 2024 Highlights by Island

<b>EXPENDITURES</b>			
(\$mil.)	2024P	2023P	2019
O'ahu	734.0	751.2	700.2
Maui	503.8	625.2	474.2
Moloka'i	5.6	4.5	2.8
Lāna'i	10.7	12.3	5.8
Kaua'i	247.3	234.6	176.5
Hawai'i Island	299.4	260.1	253.3

<b>PPPD SPENDING</b>			
(\$)	2024P	2023P	2019
O'ahu	210.1	215.3	194.0
Maui	304.5	297.0	219.0
Moloka'i	167.4	126.6	74.3
Lāna'i	681.0	554.5	269.3
Kaua'i	275.9	257.7	191.2
Hawai'i Island	222.7	184.8	192.1

<b>VISITOR ARRIVALS</b>			
	2024P	2023P	2019
O'ahu	450,503	435,833	488,441
Maui	175,005	228,743	233,422
Moloka'i	3,796	4,334	5,567
Lāna'i	3,705	5,482	6,425
Kaua'i	106,048	106,980	106,142
Hawai'i Island	143,033	148,376	147,402

<b>AVERAGE DAILY CENSUS</b>			
	2024P	2023P	2019
O'ahu	112,697	112,552	116,417
Maui	53,377	67,892	69,854
Moloka'i	1,082	1,156	1,226
Lāna'i	507	715	692
Kaua'i	28,915	29,372	29,784
Hawai'i Island	43,371	45,404	42,548

Note: 2023 and 2024 figures are preliminary.

# January 2024 Highlights – Purpose of Trip

PURPOSE OF TRIP - % Total	Total by Air		US West		US East		Japan		Canada	
	2024P	2019	2024P	2019	2024P	2019	2024P	2019	2024P	2019
<b>Pleasure (Net)</b>	79.7%	82.5%	79.3%	80.5%	74.4%	76.3%	88.5%	87.6%	88.7%	92.9%
Honeymoon/Get Married	3.3%	4.3%	1.8%	2.4%	3.0%	3.5%	9.6%	9.3%	1.4%	2.0%
Honeymoon	3.0%	3.9%	1.5%	1.9%	2.5%	3.1%	9.5%	8.9%	1.1%	1.9%
Get Married	0.5%	0.7%	0.4%	0.6%	0.6%	0.6%	0.7%	1.3%	0.4%	0.2%
<b>Pleasure/Vacation</b>	77.1%	78.6%	77.8%	78.6%	71.9%	73.3%	79.9%	78.7%	87.6%	91.3%
<b>Mtgs/Conventions/Incentive</b>	7.2%	7.3%	5.6%	6.5%	9.7%	10.9%	6.5%	6.6%	9.0%	5.7%
Conventions	5.1%	4.6%	4.2%	4.5%	7.7%	8.0%	0.5%	0.7%	6.3%	3.9%
Corporate Meetings	1.3%	1.3%	1.1%	1.5%	1.6%	1.8%	0.2%	0.1%	2.6%	1.6%
Incentive	0.9%	1.6%	0.5%	0.7%	0.7%	1.4%	5.7%	6.0%	0.7%	0.3%
Other Business	3.4%	3.2%	3.9%	4.7%	4.4%	4.7%	0.3%	0.4%	1.1%	0.8%
Visit Friends/Rel.	10.5%	8.1%	12.1%	11.0%	12.0%	10.8%	2.7%	1.7%	5.6%	3.5%
Gov't/Military	1.7%	1.1%	1.5%	1.1%	3.6%	2.6%	0.1%	0.1%	0.1%	0.0%
Attend School	0.4%	0.4%	0.4%	0.4%	0.5%	0.5%	0.2%	0.1%	0.3%	0.1%
Sport Events	1.4%	0.9%	1.8%	1.2%	1.1%	1.0%	1.3%	0.5%	0.6%	1.3%
Other	3.3%	3.4%	3.3%	3.3%	3.7%	3.0%	3.6%	5.6%	1.3%	1.2%

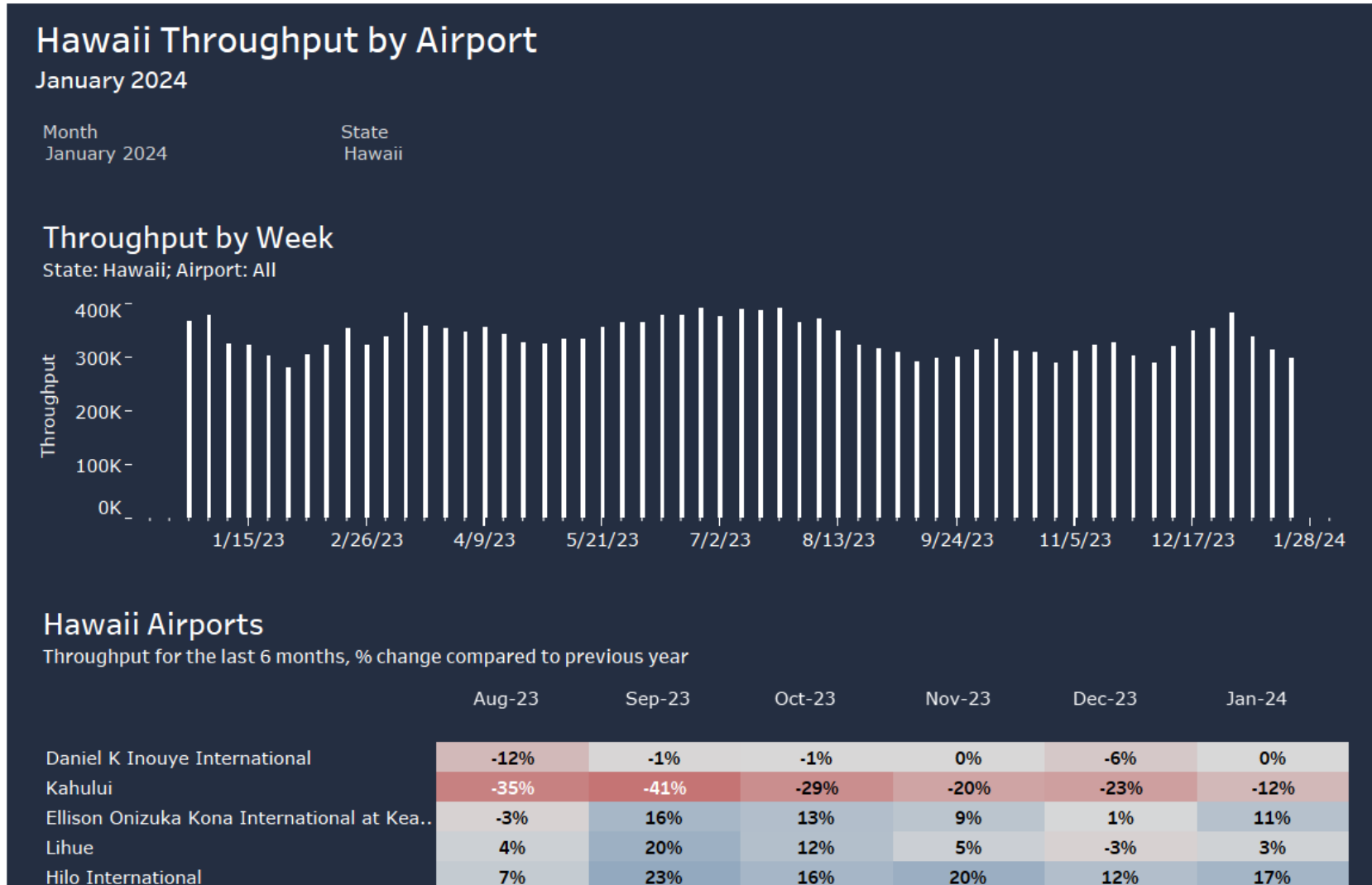
Note: 2023 and 2024 figures are preliminary.

# January 2024 Highlights – Accommodation Choice

ACCOMMODATIONS - % Total	Total by Air		US West		US East		Japan		Canada	
	2024P	2019	2024P	2019	2024P	2019	2024P	2019	2024P	2019
<b>Plan to stay in Hotel</b>	56.2%	57.7%	50.0%	47.9%	56.4%	56.8%	78.1%	81.2%	51.9%	40.3%
<b>Plan to stay in Condo</b>	15.7%	18.1%	16.8%	19.9%	14.0%	14.8%	15.1%	13.8%	23.8%	35.0%
<b>Plan to stay in Timeshare</b>	8.4%	7.7%	9.2%	9.1%	9.4%	10.1%	8.2%	5.7%	10.9%	9.5%
Cruise Ship	1.3%	1.3%	0.6%	0.7%	3.2%	3.0%	0.1%	0.4%	1.2%	1.1%
<b>Friends/Relatives</b>	11.5%	9.5%	13.8%	12.7%	13.1%	12.2%	2.4%	1.9%	6.7%	5.6%
Bed & Breakfast	0.9%	1.4%	1.0%	1.4%	1.0%	1.4%	0.1%	0.1%	1.3%	1.8%
<b>Rental House</b>	10.9%	11.0%	12.3%	13.0%	11.6%	11.5%	0.2%	0.4%	10.2%	16.9%
Hostel	0.9%	1.1%	0.6%	0.8%	0.7%	0.8%	0.1%	0.1%	1.2%	2.0%
Camp Site, Beach	0.6%	0.8%	0.7%	0.8%	0.6%	0.8%	0.0%	0.0%	0.9%	1.7%
Private Room in Private Home**	1.4%	1.9%	1.1%	1.7%	0.9%	1.7%	0.4%	0.3%	2.0%	2.6%
Shared Room/Space in Private Home**	0.4%	0.6%	0.4%	0.7%	0.4%	0.6%	0.0%	0.1%	0.4%	0.7%
Other	2.0%	1.6%	2.4%	2.1%	2.5%	2.3%	0.2%	0.0%	1.2%	1.2%

Note: 2023 and 2024 figures are preliminary.

# January 2024 Highlights – Hawai‘i Airport Throughput



Source: TSA by Tourism Economics



# January 2024 Highlights - Lodging

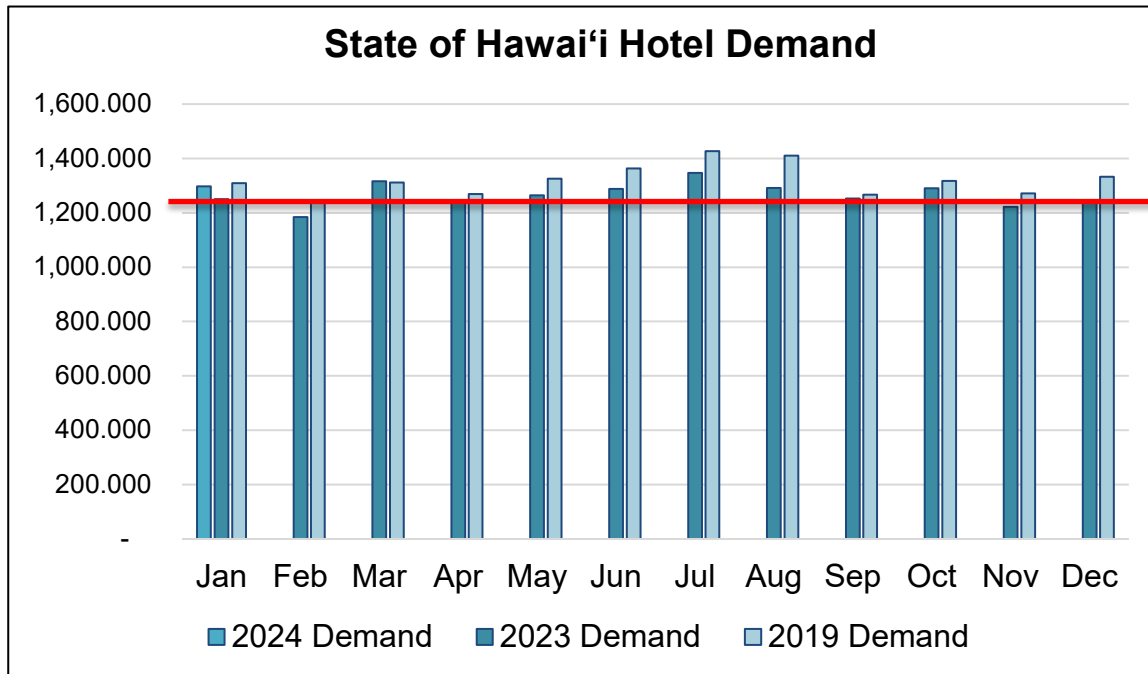
## State of Hawai'i Hotel Performance

	2024	2023	2019
Occupancy	75.4%	72.8%	79.5%
ADR	\$378	\$392	\$298
RevPAR	\$285	\$285	\$237

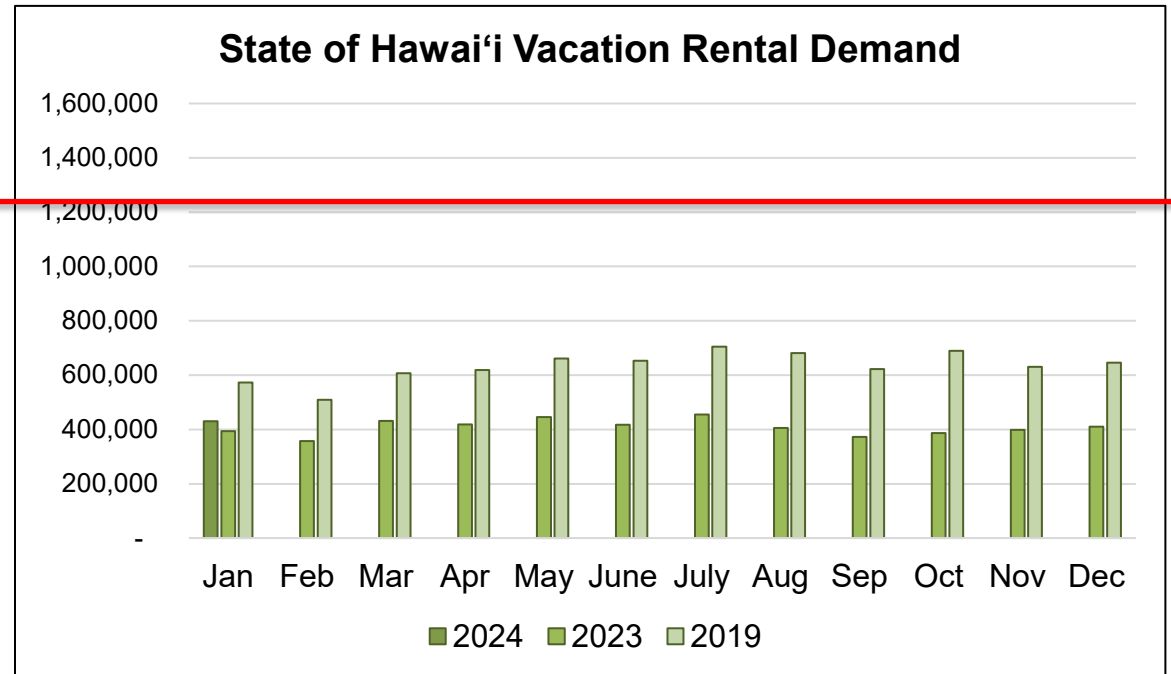
## State of Hawai'i Vacation Rental Performance

	2024	2023	2019
Occupancy	59.1%	62.1%	78.2%
ADR	\$333	\$330	\$218

### State of Hawai'i Hotel Demand



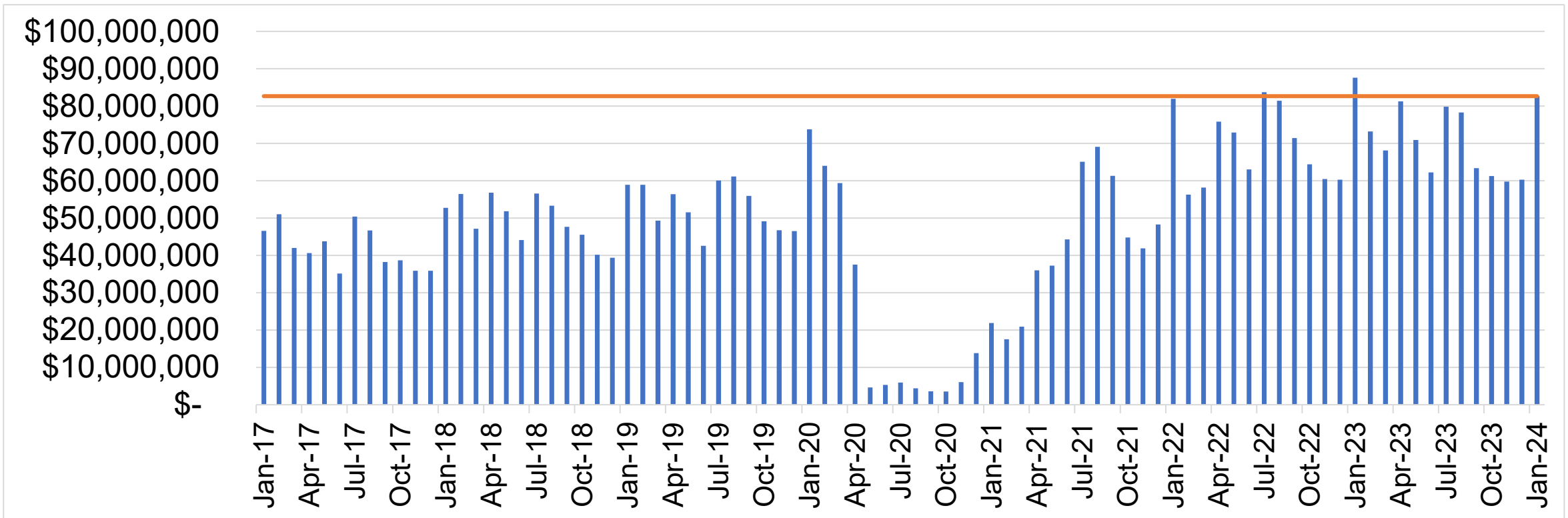
### State of Hawai'i Vacation Rental Demand



Source: STR, Inc. © Copyright 2024 Hawai'i Tourism Authority; Transparent Intelligence, Inc. © Copyright 2024 State of Hawai'i Department of Business, Economic Development & Tourism

# January 2024 Highlights - State TAT Collections

- Preliminary January 2024 TAT Collections: \$82.7 million
- Preliminary YTD Fiscal 24 TAT Collections: \$485.5 million (-4.7%)
- YTD Fiscal 23 TAT Collections: \$509.5 million (-23.9 million)



Source: Department of Taxation

# Scheduled Nonstop Seats to Hawai'i by Port Entry

January	Total			Domestic			International		
	2024	2023	2019	2024	2023	2019	2024	2023	2019
STATE	1,095,562	1,154,280	1,128,387	832,163	929,924	763,632	263,399	224,356	364,755
HONOLULU	699,864	675,248	695,632	469,729	492,534	388,968	230,135	182,714	306,664
KAHULUI	209,855	274,175	227,818	188,128	245,941	195,030	21,727	28,234	32,788
KONA	107,230	116,864	114,953	97,955	107,458	97,410	9,275	9,406	17,543
HILO	0	1,162	2,822	0	1,162	2,822	0	0	0
LIHU'E	78,613	86,831	87,162	76,351	82,829	79,402	2,262	4,002	7,760

February	Total			Domestic			International		
	2024	2023	2019	2024	2023	2019	2024	2023	2019
STATE	1,049,212	1,026,854	1,004,920	804,538	833,943	679,364	244,674	192,911	325,556
HONOLULU	668,432	595,411	618,244	454,389	439,238	345,670	214,043	156,173	272,574
KAHULUI	203,225	252,241	203,181	182,848	226,559	173,414	20,377	25,682	29,767
KONA	105,316	105,636	104,142	97,150	98,060	87,827	8,166	7,576	16,315
HILO	0	0	2,656	0	0	2,656	0	0	0
LIHU'E	72,239	73,566	76,697	70,151	70,086	69,797	2,088	3,480	6,900

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of February 20, 2024, subject to change

# Scheduled Nonstop Seats to Hawai'i by Port Entry

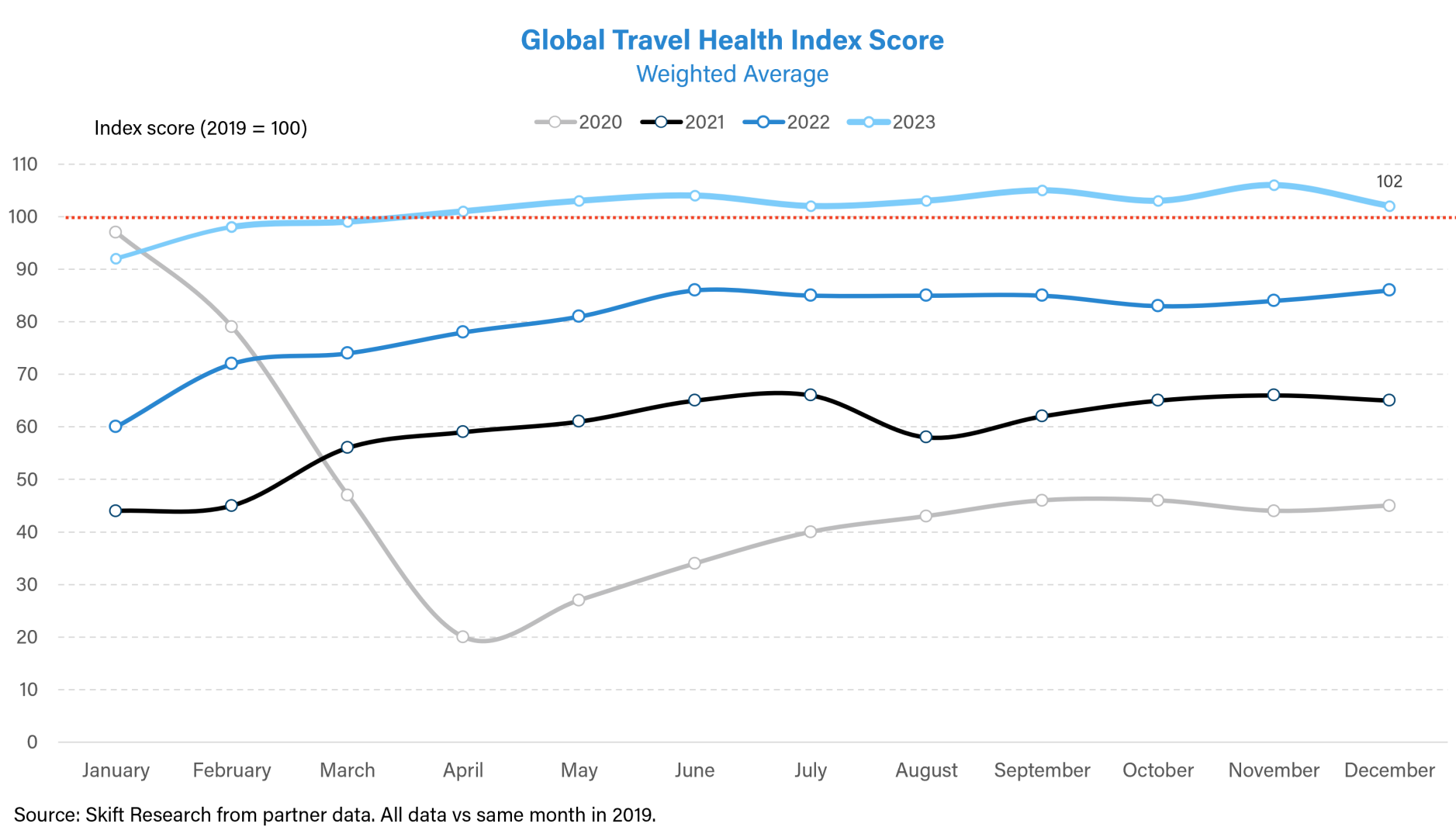
March	Total			Domestic			International		
	2024	2023	2019	2024	2023	2019	2024	2023	2019
<b>STATE</b>	1,186,879	1,197,117	1,185,426	922,368	978,487	836,583	264,511	218,630	348,843
<b>HONOLULU</b>	751,049	676,100	713,111	523,013	499,648	422,760	228,036	176,452	290,351
<b>KAHULUI</b>	233,754	302,720	250,043	211,243	273,155	216,456	22,511	29,565	33,587
<b>KONA</b>	119,532	127,383	124,674	108,178	118,076	106,853	11,354	9,307	17,821
<b>HILO</b>	0	0	3,665	0	0	3,665	0	0	0
<b>LIHU'E</b>	82,544	90,914	93,933	79,934	87,608	86,849	2,610	3,306	7,084

April	Total			Domestic			International		
	2024	2023	2019	2024	2023	2019	2024	2023	2019
<b>STATE</b>	1,080,981	1,083,852	1,098,664	855,526	889,632	777,559	225,455	194,220	321,105
<b>HONOLULU</b>	696,778	635,340	670,423	494,932	467,413	395,313	201,846	167,927	275,110
<b>KAHULUI</b>	206,700	252,877	241,065	188,226	232,028	213,772	18,474	20,849	27,293
<b>KONA</b>	101,885	108,770	103,121	97,272	104,718	89,117	4,613	4,052	14,004
<b>HILO</b>	0	0	3,873	0	0	3,873	0	0	0
<b>LIHU'E</b>	75,618	86,865	80,182	75,096	85,473	75,484	522	1,392	4,698

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of February 20, 2024, subject to change

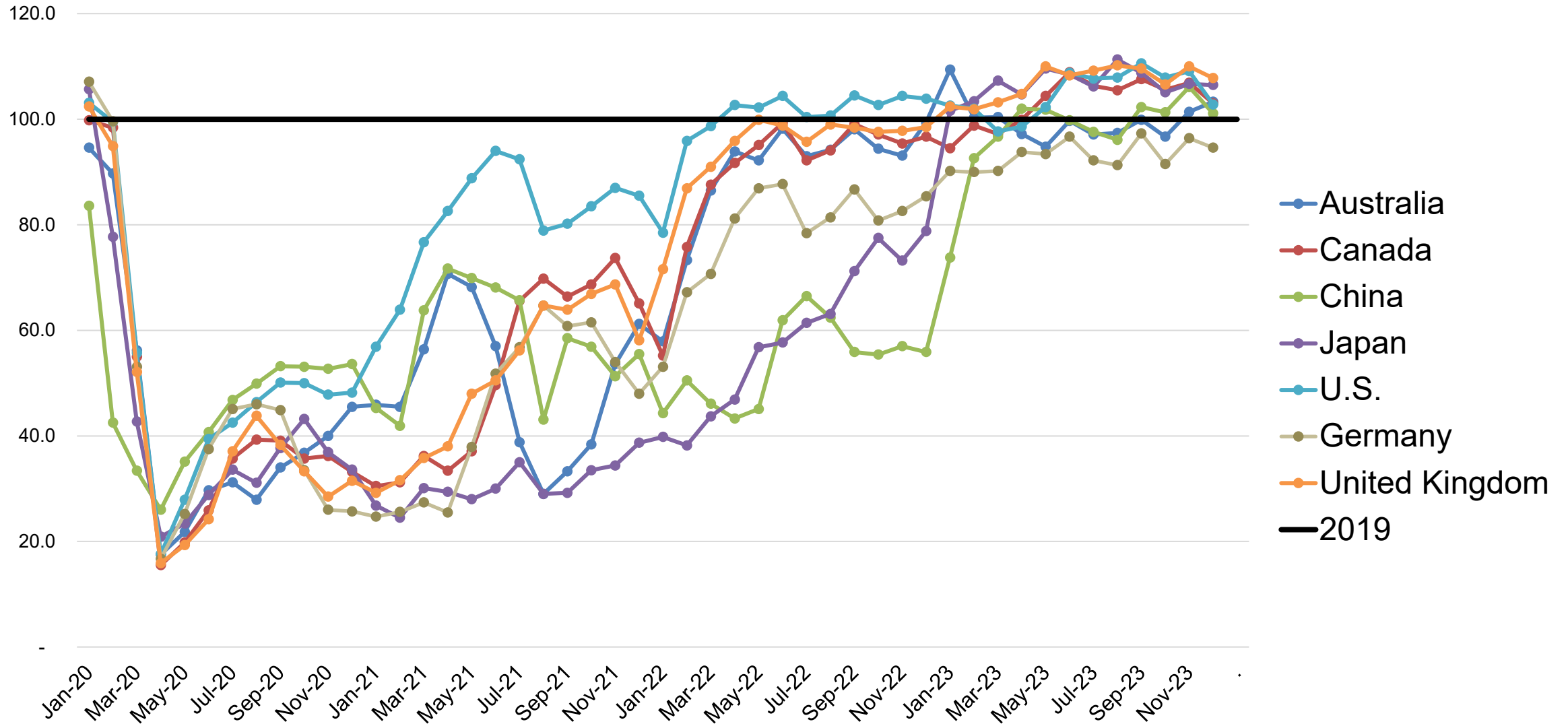
# MARKET TRENDS AND INSIGHTS

# Skift Travel Health Index December 2023 = 102



Source: Skift Research

# Skift Travel Health Index by Country



Source: Skift Research

# National Travel Indicators

December, 2023

Compare to Prior Year or 2019 Previous Year



## Travel Spending (Tourism Economics)

↗ **+4.7%**

December vs. Previous Year

↗ **+7.5%**

YTD vs. Previous Year



## Air Passengers (TSA)

↗ **+9.5%**

December vs. Previous Year

↗ **+13.0%**

YTD vs. Previous Year



## Overseas Arrivals (NTTO)

↗ **+23.7%**

December vs. Previous Year

↗ **+31.4%**

YTD vs. Previous Year



## Hotel Demand (STR)

↘ **-1.2%**

December vs. Previous Year

↗ **+0.9%**

YTD vs. Previous Year



## Short-term Rental Demand (AIRDNA)

↗ **+4.0%**

December vs. Previous Year

↗ **+12.6%**

YTD vs. Previous Year

## Insights

Air passenger volume increased 10% in December relative to the previous year.

Overseas arrivals year-on-year growth again registered 24% in December, resulting in 31% y/y growth for 2023.

Hotel room demand growth versus 2022 remained negative in December, declining 1%.

Group room demand growth within the top 25 markets contracted 8% in December.

Short-term rental demand growth weakened in December to 4% relative to 2022.

## Travel Indicators

% change relative to same month vs. Previous Year

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Travel Spending (Tourism Economics)	18%	11%	7%	6%	7%	6%	7%	7%	8%	5%	6%	5%
Air Passengers (TSA)	36%	20%	13%	10%	10%	13%	12%	11%	10%	11%	10%	10%
Overseas Arrivals (NTTO)	91%	71%	56%	26%	28%	24%	21%	27%	28%	21%	24%	24%
Hotel Demand (STR)	11%	6%	3%	-1%	0%	0%	0%	0%	0%	-1%	-1%	-1%
Top 25 Group Hotel Demand* (STR)	102%	56%	25%	4%	6%	-2%	1%	3%	-1%	2%	2%	-8%
Short-term Rental Demand (AIRDNA)	15%	18%	19%	15%	14%	16%	11%	8%	10%	17%	8%	4%
National Park Visits (National Park Service)	12%	8%	0%	3%	7%	3%	3%	4%	2%	4%	1%	3%

-8% 102%



# Hawaii Travel Indicators

December, 2023

## Select a State

Hawaii

## Reporting Period

Month

## Compare to Prior Year or 2019

Previous Year

## Hawaii Travel Impact

December, 2023

### Travel Spending

**\$2.16B**

↗ +5.1% YOY

### Tax Revenue

**\$131.9M**

(local & state)

↗ +5.4% YOY

## U. S. Total Travel Impact

December, 2023

### Travel Spending

**\$103.61B**

↗ +4.7% YOY

### Tax Revenue

**\$7.2B**

(local & state)

↗ +4.8% YOY

## Hawaii Travel Spending

	Travel Spending	vs. Prior Year	vs. 2019	Market Growth Index (US = 100)*
Jan-23	\$2.26B	↗ +27.0%	↗ +2.6%	107
Feb-23	\$2.21B	↗ +18.2%	↗ +1.0%	107
Mar-23	\$2.54B	↗ +9.5%	↗ +2.8%	103
Apr-23	\$2.53B	↗ +7.1%	↗ +4.5%	101
May-23	\$2.54B	↗ +8.6%	↗ +1.5%	102
Jun-23	\$2.52B	↗ +9.5%	↘ -1.3%	103
Jul-23	\$2.59B	↗ +5.3%	↘ -0.6%	98
Aug-23	\$2.42B	↗ +4.3%	↘ -5.3%	97
Sep-23	\$2.51B	↗ +12.6%	↗ +5.3%	104
Oct-23	\$2.52B	↗ +12.3%	↗ +1.8%	107
Nov-23	\$2.28B	↗ +11.1%	↘ -1.3%	105
Dec-23	\$2.16B	↗ +5.1%	↘ -6.8%	100

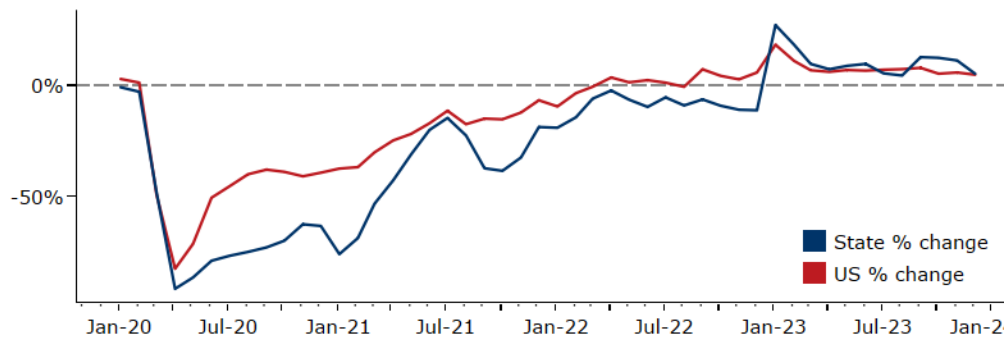
Source: Tourism Economics (Travel Spending)

\* Market growth index indicates whether a state is performing better or worse than the national average relative to its pre-pandemic benchmark.

travel spending data is considered "preliminary" and subject to change based on available inputs. It is recommended for directional trend analysis, and revisions may occur as available.

## Travel Spending

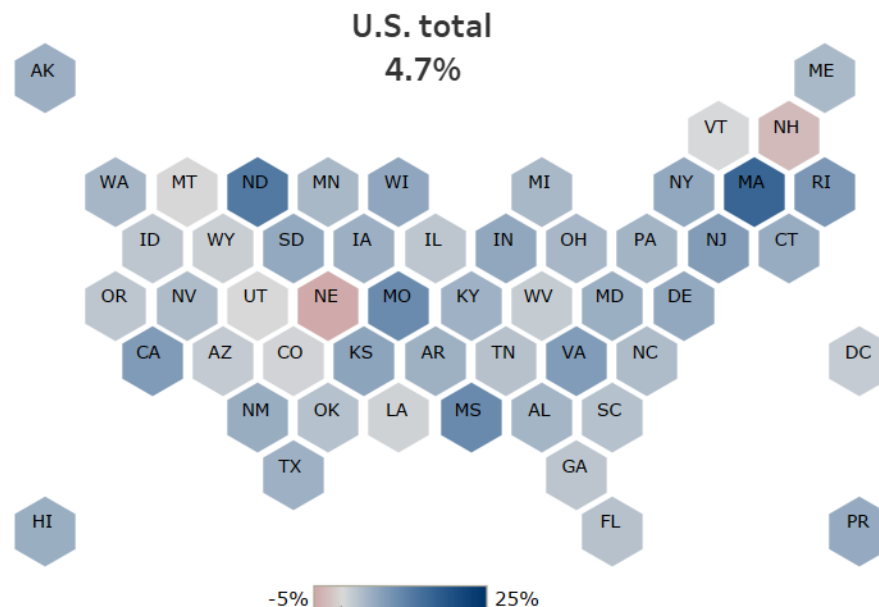
Hawaii vs U.S. total, % change relative to 2019



## Travel Spending by State

December, 2023 (Month), % change YOY

Travel Spending



↗ +5.1%

December YOY  
**Travel Spending**  
(Tourism Economics)



↘ -3.9%

December YOY  
**Air Passengers**  
(Airline Data Inc; TSA)



↗ +0.9%

December YOY  
**Hotel Demand**  
(STR)



↗ +3.2%

December YOY  
**L & H Jobs**  
(BLS)

## Insights

Private job openings increased to 8.0 million in December, leading to a private job openings rate of 5.6%. L&H job openings alternatively declined in December, resulting in the L&H job openings rate falling to 5.6% from 6.3% in November.

Approximately one-in-18 positions at L&H establishments remain unfilled.

The private quits rate declined to 2.4% in December, while the L&H quits rate increased to 4.3% from 4.2% the prior month.

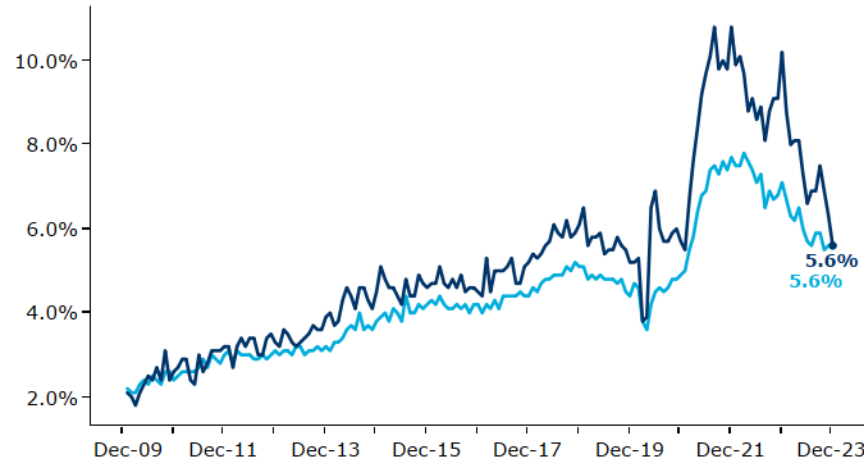
The share of firms raising employee compensation each held steady in December compared to the prior month with a reading of 36%. The share of firms reporting being unable to fill job openings also remained unchanged in December at 40%.

Sector Filter  
Multiple values

- Leisure and hospitality
- Total Private

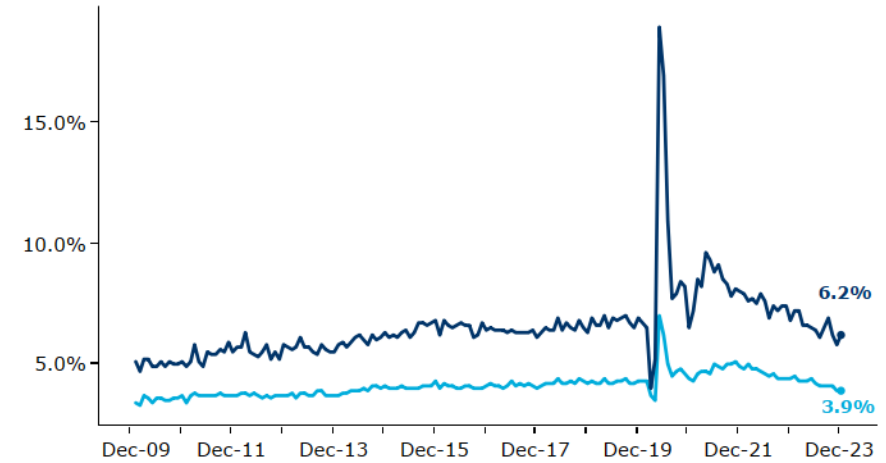
## Job Openings Rate

Job openings as a percent of total jobs available



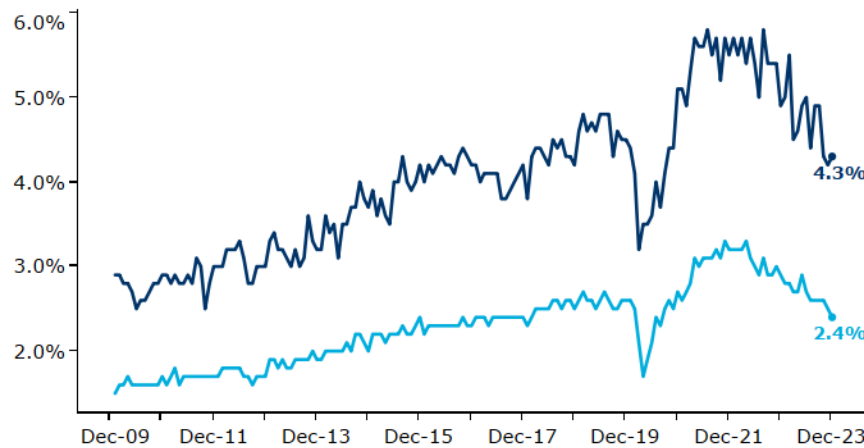
## Job Hirings Rate

Job hirings as a percent of total jobs available

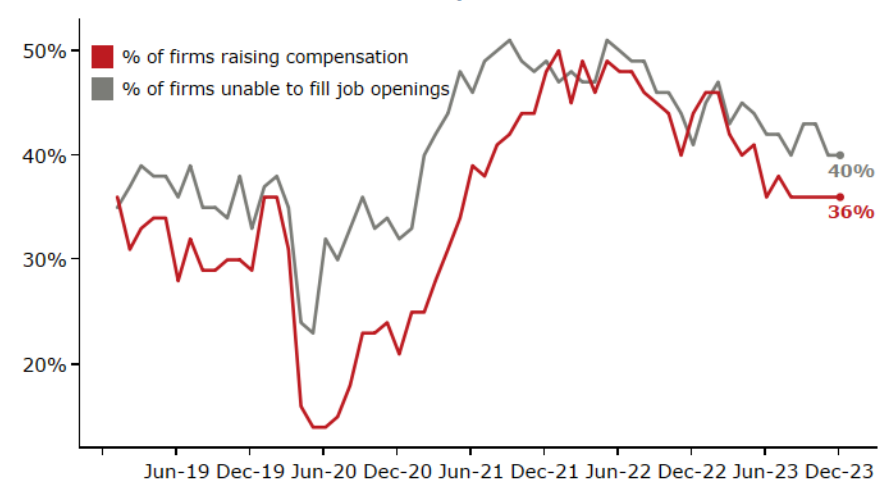


## Job Quit Rate

Job quits as a percent of total employment



## NFIB Small Business Jobs Report



Compare to Previous Year

## Insights

A strong 0.7% month-on-month gain in December shows that consumer spending entered 2024 with momentum, suggesting that consumption growth is on track for another strong gain in Q1. Much of the strength was driven by larger outlays on goods, with typical holiday spending categories – recreation goods and clothing – leading the pack. Discretionary services spending is still growing solidly, with decent gains in food service and accommodation spending. In the retail sales report however, spending at bars and restaurants flatlined, following a run of strong gains as consumer spending continued its post-pandemic normalization away from goods toward services.

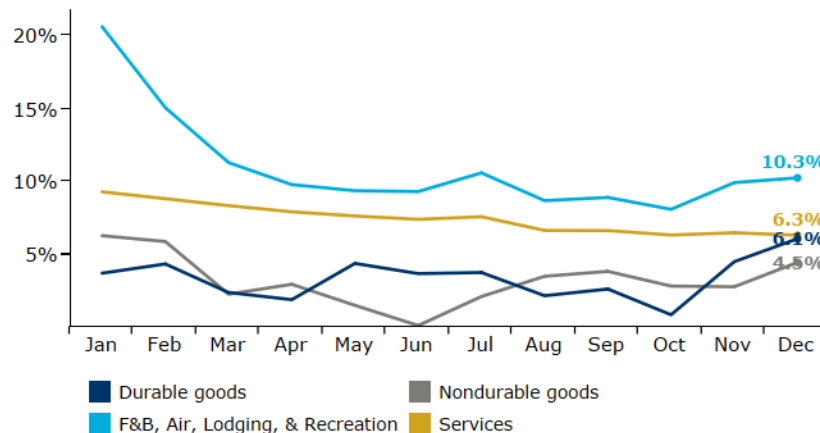
TPI inflation accelerated in December due to the elevated cost of eating out and softer declines in transport prices, but there is continued signs of gradual disinflation in services overall. Consumers are feeling relief from downward trending inflation which helped drive up sentiment into January. Improved sentiment does reduce the risk that consumers increase their saving drastically this year.

The dramatic improvement in confidence over the past two months could wane as growth moderates over the year. However, the odds of a recession have declined over the past several months. A resilient labor market, rising real disposable incomes, and looser financial conditions should support a soft landing rather than a contraction.

Downside risks remain and stem from upward price pressures due to elevated services inflation, and higher shipping costs as a result of delays in shipping routes, geopolitical conflicts and harsh El Nino weather patterns. Furthermore, should the labor market weaken more than expected, consumers may prioritize away from spending toward saving.

## Consumer Spending

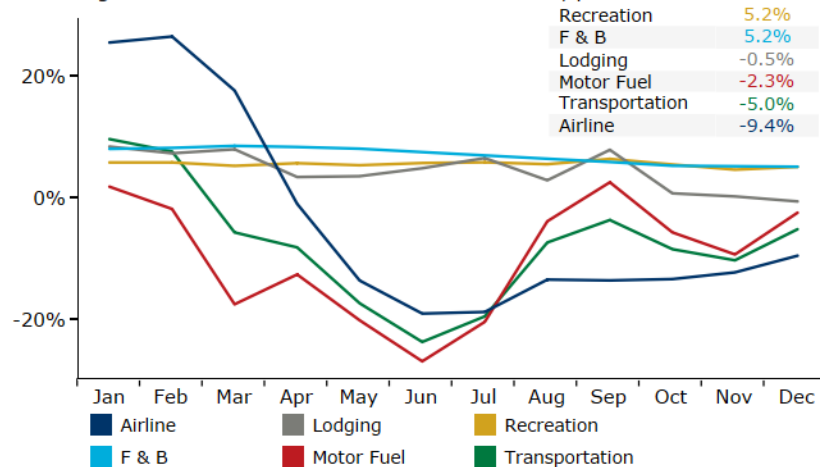
% change relative to same month vs. Previous Year, prior 12-month trend



Source: BEA

## Travel Price Index, Major Components

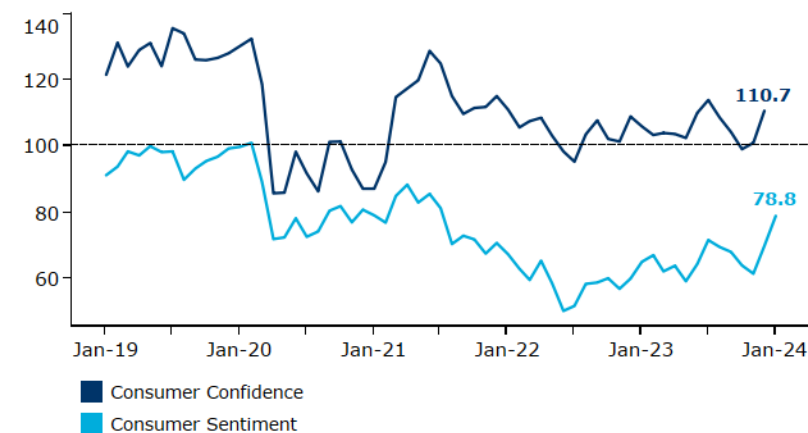
% change relative to same month vs. Previous Year, prior 12-month trend



Source: Tourism Economics

## Consumer Confidence & Sentiment Index

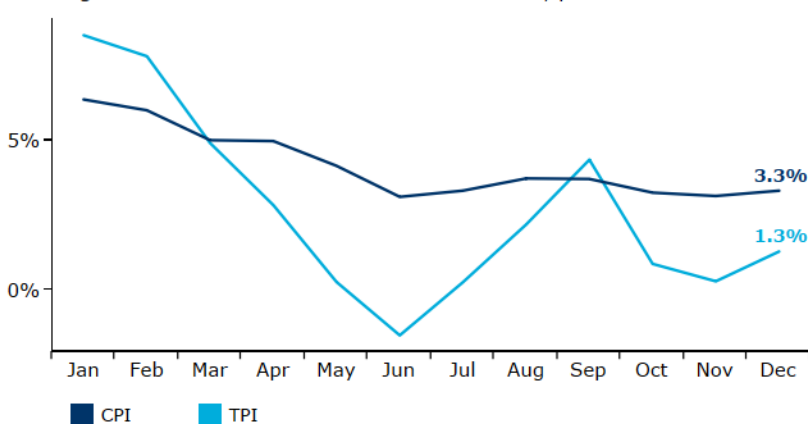
Index, 1985=100, prior 5-years



Source: Conference Board and University of Michigan

## Travel (TPI) and Consumer (CPI) Price Indices

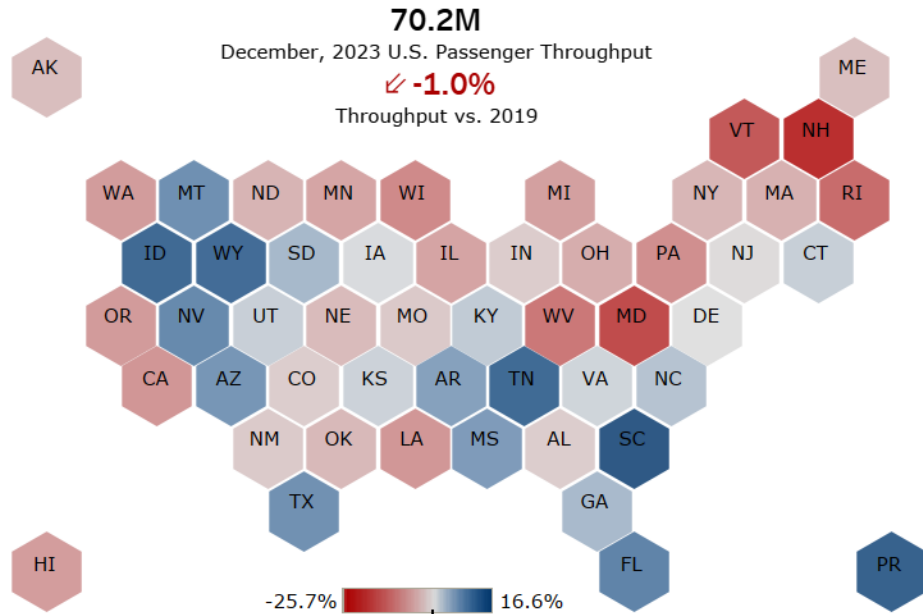
% change relative to same month vs. Previous Year, prior 12-months



Source: BLS (CPI); and Tourism Economics (TPI)

## December, 2023 Passenger Throughput by State

All passengers (domestic + international), % change vs. 2019



## Passenger Throughput Trend Comparison

All passengers (domestic + international), Index (2019=100)

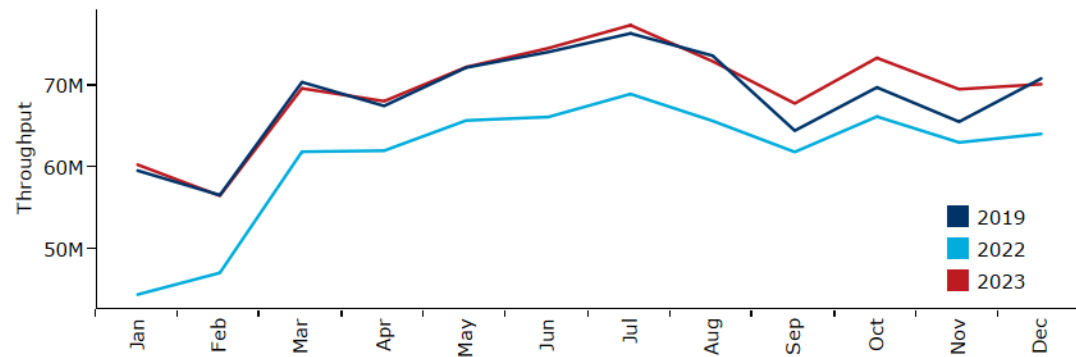
State/Territory Name  
Multiple values

	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
Arizona	98	110	111	105	113	115	111	110	110	117	119	116	108
California	83	88	90	91	92	93	93	92	90	95	97	97	91
Florida	99	108	108	105	111	112	112	113	108	124	117	115	110
Hawaii	95	99	98	101	102	98	98	98	89	95	96	97	92
Illinois	87	94	92	91	93	92	95	95	93	98	98	98	93
Indiana	86	100	99	98	100	96	98	100	100	109	109	106	98
Kentucky	88	97	100	99	102	98	102	106	99	109	106	109	102
Massachusetts	86	94	93	96	95	96	98	98	97	101	104	103	94
Michigan	83	93	96	92	94	94	98	96	96	101	98	102	92
Missouri	84	95	96	98	99	98	101	103	100	104	102	105	97
Nevada	101	106	111	108	108	107	104	107	104	106	116	107	109
New Jersey	93	103	104	103	104	104	102	102	104	106	105	108	99
New York	86	93	93	92	91	89	89	91	91	92	96	101	95
Oregon	81	94	96	95	97	96	95	94	93	97	100	102	91
Pennsylvania	82	93	92	93	90	88	93	93	93	98	96	98	90
Puerto Rico	110	130	126	122	121	135	128	129	138	128	130	129	115
Texas	100	107	108	107	109	108	107	108	108	115	114	116	108
Virginia	91	100	101	103	102	103	106	107	103	111	107	109	101
Washington	83	94	98	93	97	94	98	99	97	101	101	103	91
United States	90	101	100	99	101	100	101	101	99	105	105	106	99



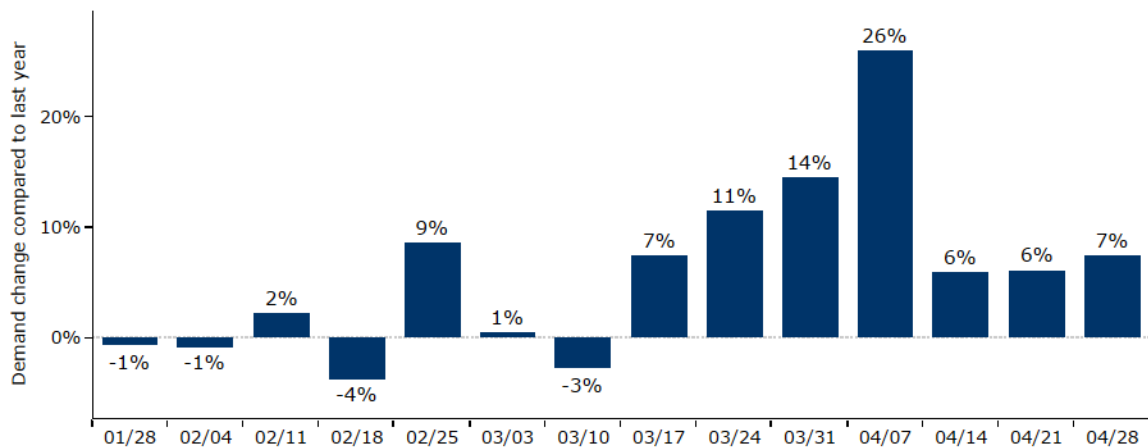
## U.S. Monthly Passenger Throughput

All passengers (domestic + international)



## U.S. Hotel Leisure Demand Pace

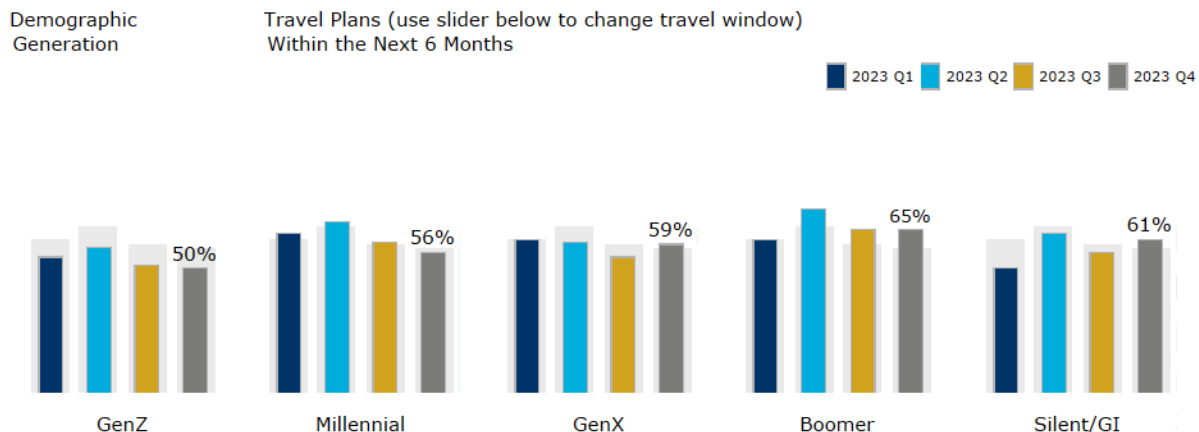
Leisure hotel booking pace vs same time last year, as of 1/26/2024



Source: Amadeus

## Planning Leisure Travel Within the Next 6 Months

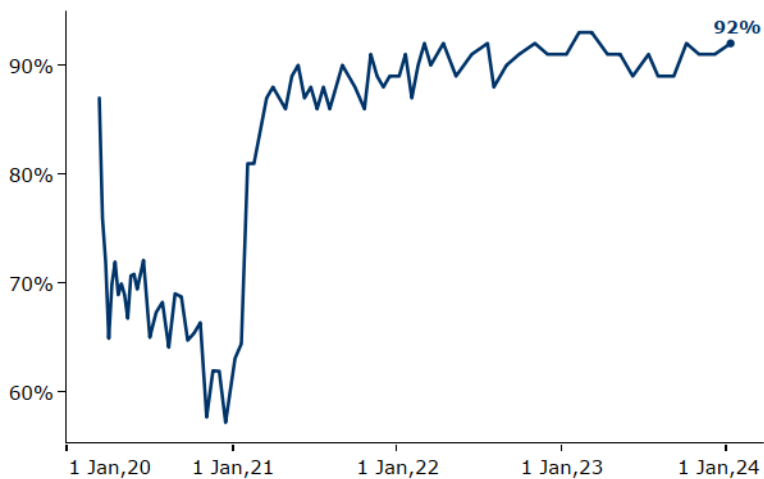
% of American Travelers



Source: MMGY Global's Portrait of American Travelers (released Q3 2023)

## Consumer Travel Sentiment

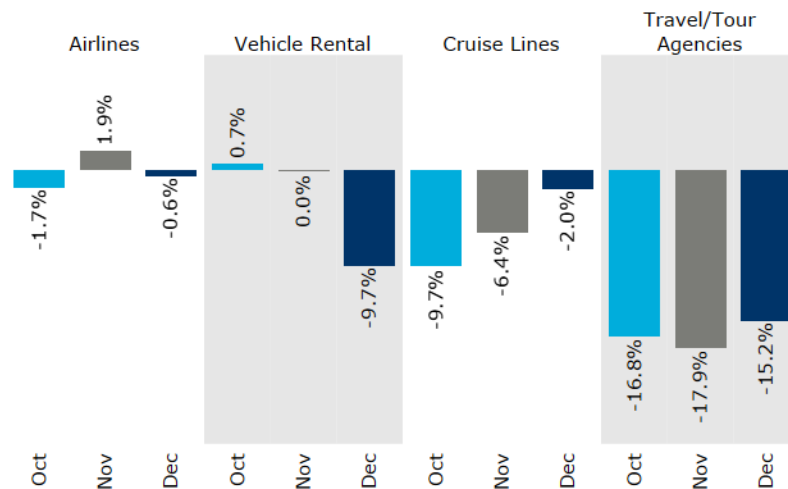
Travelers with Travel Plans in the Next Six Months



Source: Longwoods International

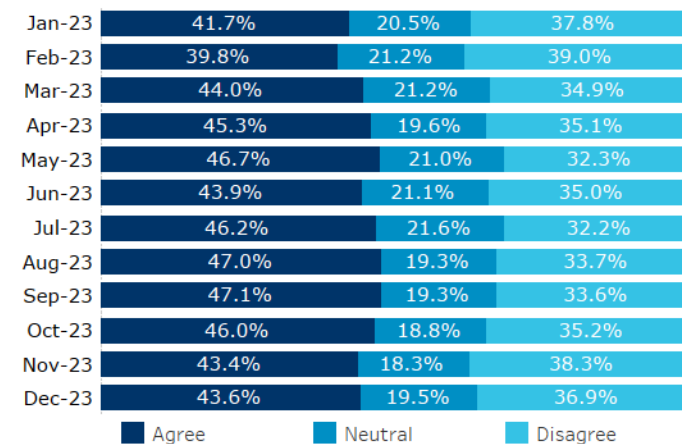
## US Consumer Credit Card Spend

2023 3-month trend, % change YOY



## Consumer Travel Sentiment

Have high travel prices kept you from traveling in the past month?



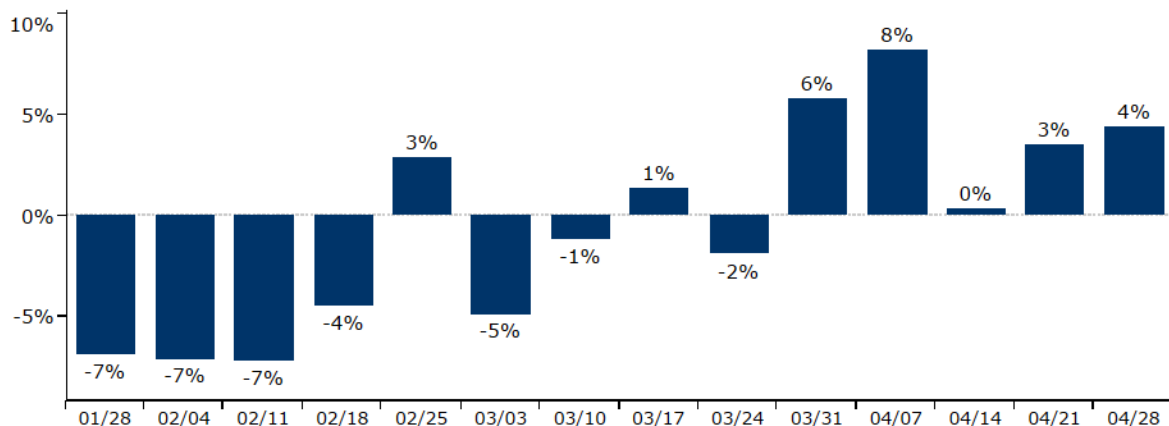
Source: Future Partners

# Domestic Business Travel

December, 2023

## U.S. Hotel Business Demand Pace

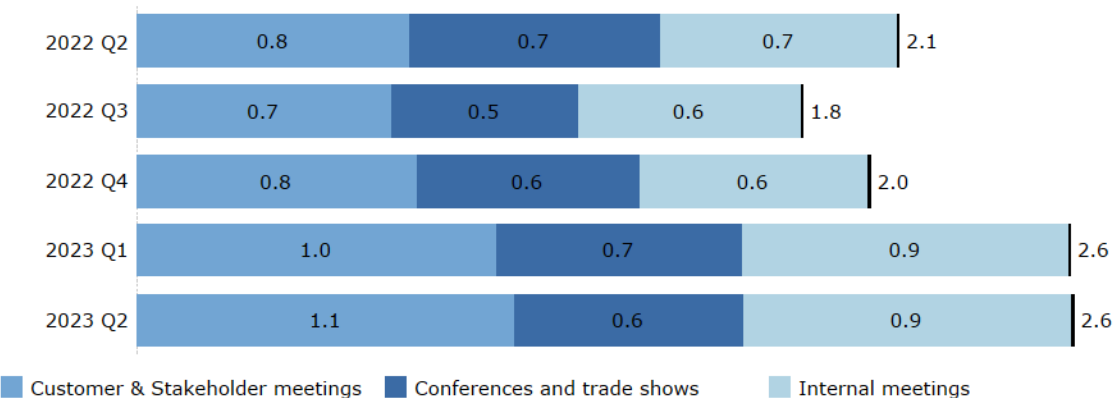
Business hotel booking pace vs same time last year, as of 1/26/2024



Source: Amadeus

## Business Trip Count by Purpose of Trip

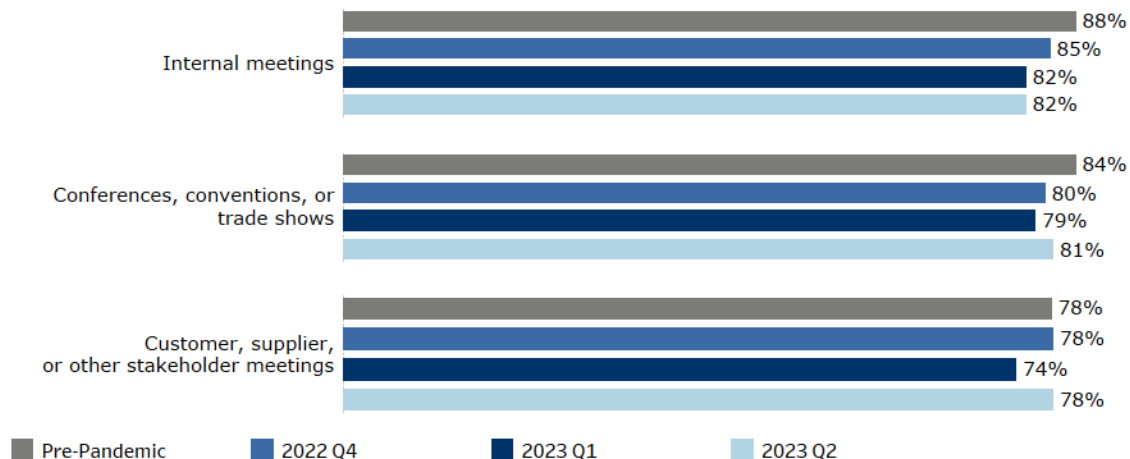
Business Travelers expected trips per month over the next 6-months



Source: Tourism Economics; U.S. Travel Association; and J.D. Power

## Business Travel Plans Next Six Months

% share of respondents expecting to take at least one trip



Source: Tourism Economics; U.S. Travel Association; and J.D. Power

## Corporate Executive's Views on Business Travel

Share of corporate executives that agree



Source: Tourism Economics; U.S. Travel Association; and J.D. Power

# Domestic Group Travel

December, 2023

## Insights

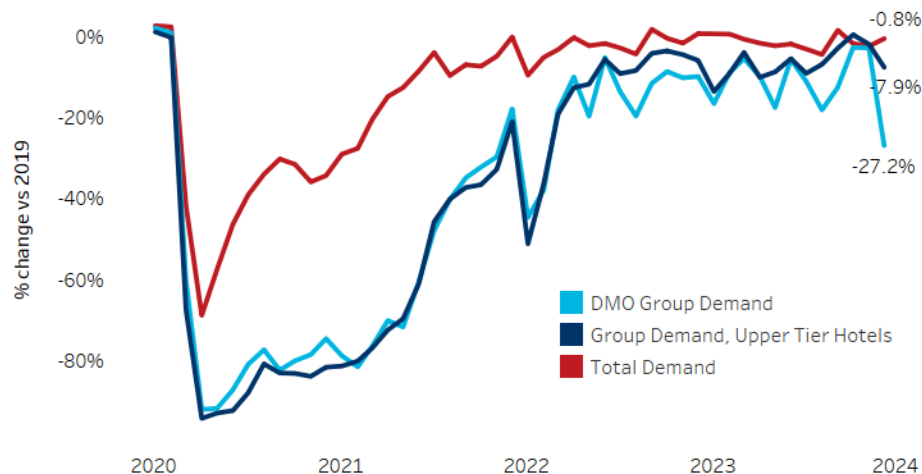
Group demand among top-tier hotels in December dropped to 7.9% below 2019 levels, compared to 2.2% in November.

DMO/CVB pace for room nights on the books in December improved from the November reading, but will remain below 2019 levels into 2024.

Fewer meeting planners were less optimistic about the outlook for recovery in December (15%) than in October (17%).

## Total U.S. Hotel Demand vs Group Demand

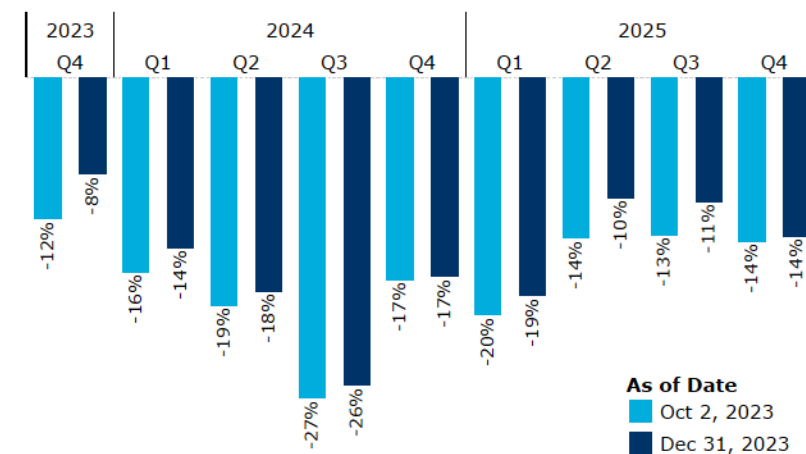
Group demand, % change vs 2019



Source: STR (total demand and top-tier group demand), Simpleview CRM (250+ U.S. DMOs)

## DMO/CVB Room Nights on the Books

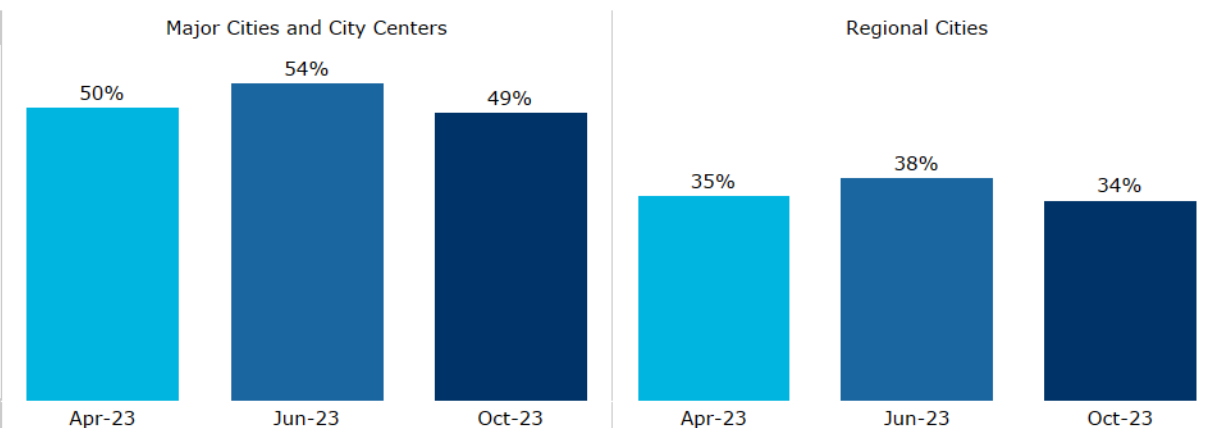
Pace for future dates, relative to the same period in 2019



Source: Simpleview CRM (250+ U.S. DMOs)

## Demand by Geography

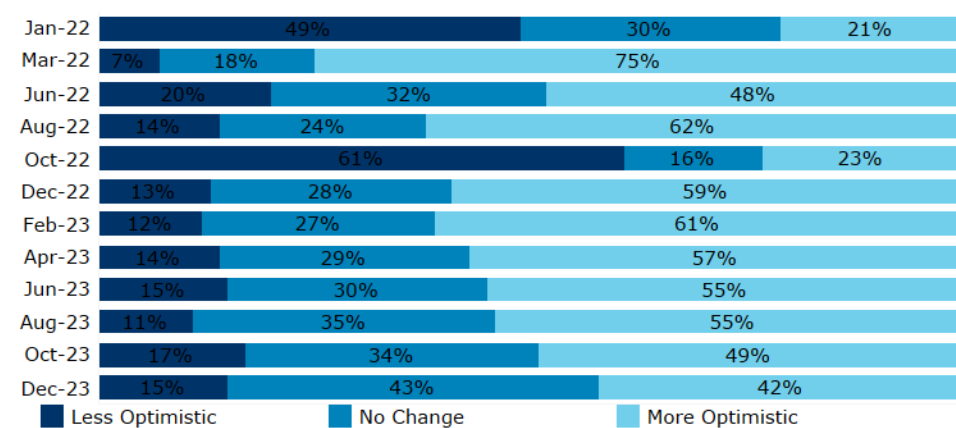
Where are you experiencing increased demand for meetings, events, and incentive programs?



Source: Northstar Meetings Group and Cvent (Meetings industry PULSE survey), as of April 2023, June 2023, August 2023 and 2 more

## Meeting Planner Outlook

How the outlook for recovery has changed among meeting planners the past six weeks



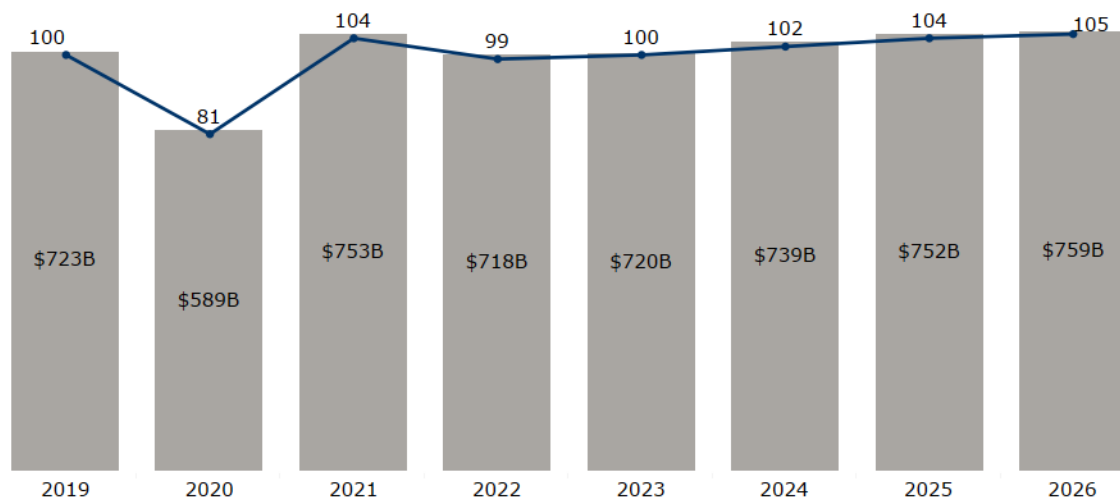
Source: Northstar Meetings Group and Cvent (Meetings industry PULSE survey), as of December 2023

# Domestic Travel Forecast

Forecasted in December 2023

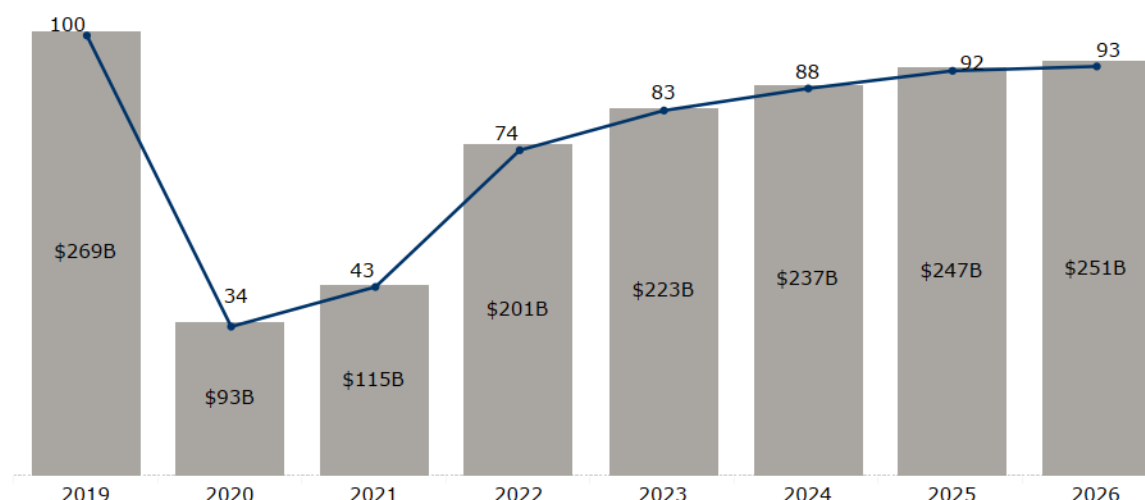
## Real Domestic Leisure Travel Spending

Forecasted recovery, relative to 2019 (index, 2019=100)



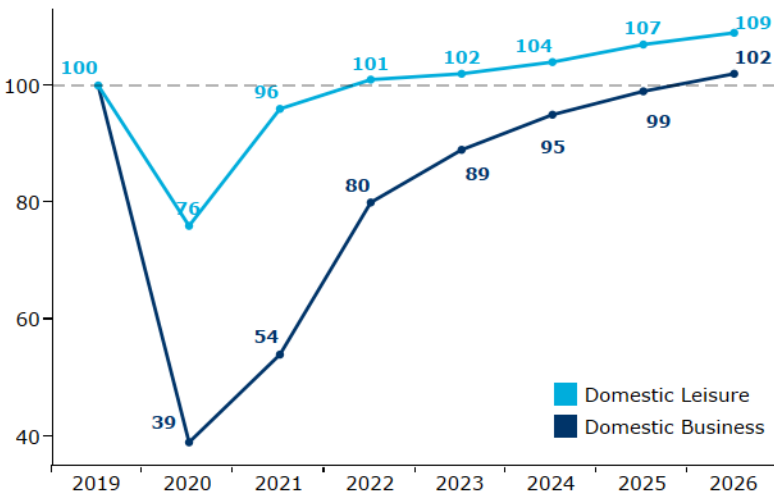
## Real Domestic Business Travel Spending

Forecasted recovery, relative to 2019 (index, 2019=100)



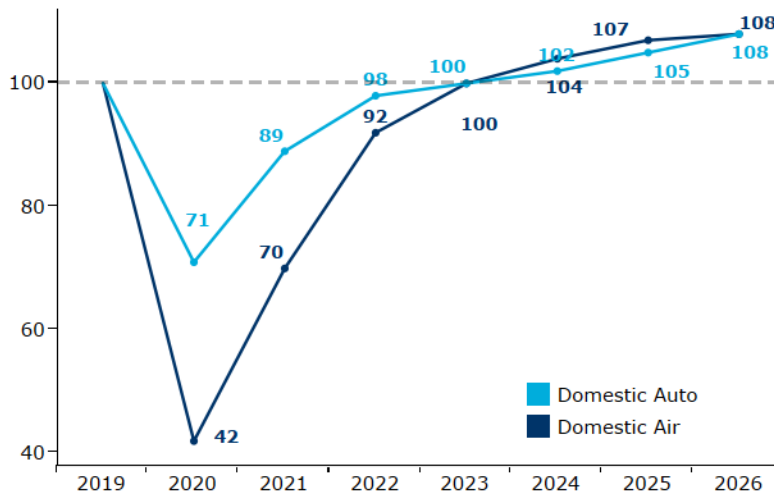
## Leisure vs. Business Travel Volume

Forecasted recovery, relative to 2019 (index, 2019=100)



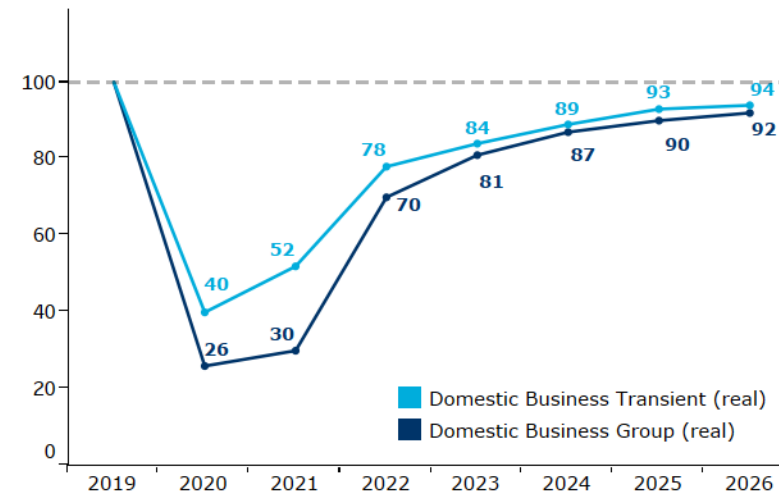
## Auto vs. Air Travel Volume

Forecasted recovery, relative to 2019 (index, 2019=100)



## Transient vs. Group Business Travel Spending

Forecasted recovery, relative to 2019 (index, 2019=100)



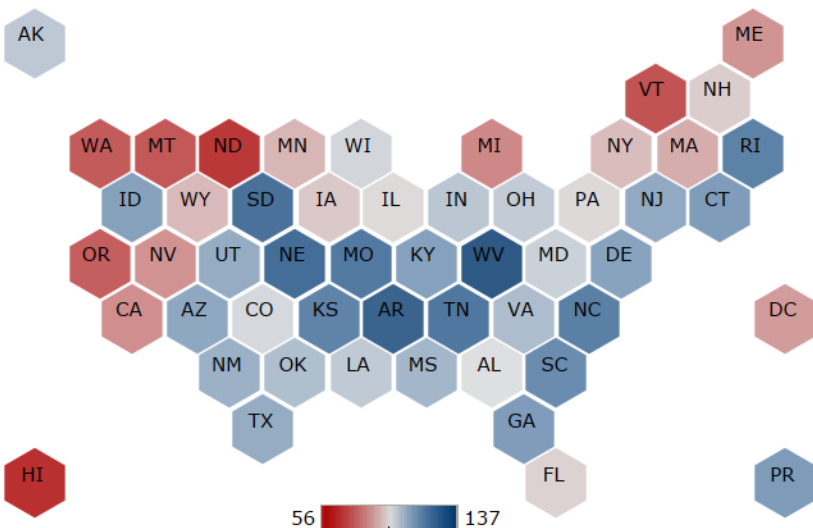


# International Inbound Travel

December, 2023

## Overseas Arrivals to U.S. by State (+PR)

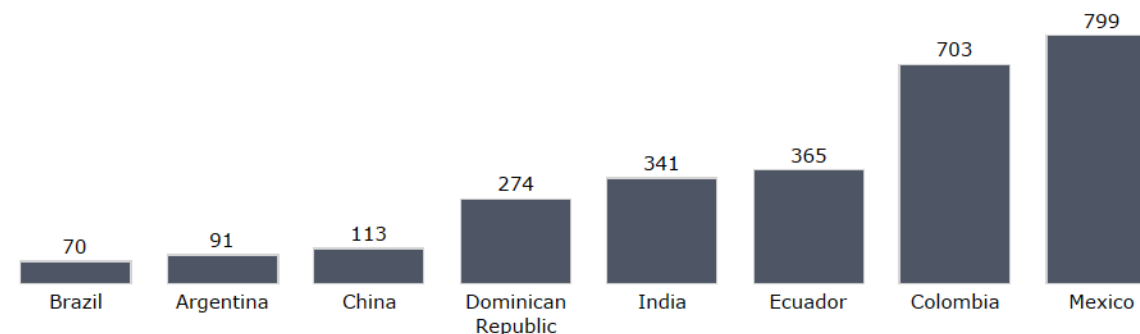
Visitor arrivals for December, 2023, Index (2019 = 100)



## Visa Interview Wait Times, Average Days

As of January 22, 2024

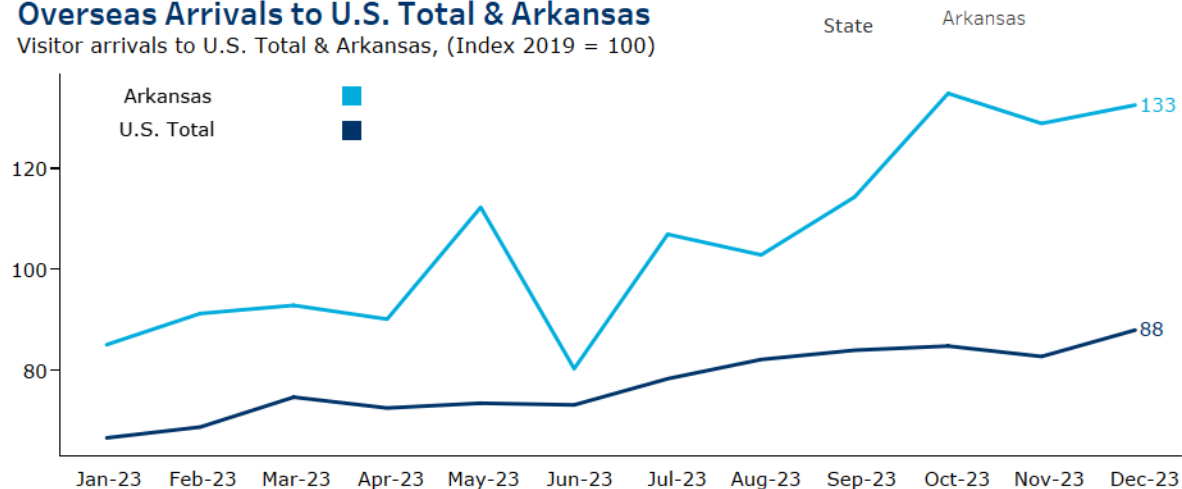
As of Date  
January 22, 2024



Top-8 inbound markets for tourist visa required countries. Weighted average by 2019 consulate visa issuance.  
Source: Tourism Economics

## Overseas Arrivals to U.S. Total & Arkansas

Visitor arrivals to U.S. Total & Arkansas, (Index 2019 = 100)



## International Arrivals to U.S. Total

Visitor arrivals to U.S. Total, (Index 2019 = 100)

Destination U.S. Total  
Origin Multiple values

	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
Total Overseas	67	69	75	73	74	73	78	82	84	85	83	88
Brazil	60	63	61	72	71	78	81	83	94	96	83	89
Canada	115	111	104	104	102	89	95	90	90	104	99	
Canada (air)	137	126	129	125	121	107	113	111	107	113	105	
France	80	85	75	88	82	80	82	87	87	93	90	103
Germany	79	80	91	82	91	79	87	101	92	94	89	94
India	111	111	106	109	99	100	114	154	136	136	130	149
Mexico	80	73	71	66	71	82	83	90	86	84		
Mexico (air)	100	103	111	99	100	101	101	124	117	122	116	119
UK	80	81	89	73	77	73	83	85	81	84	84	91
China	19	20	35	35	34	35	36	47	48	50	58	58
Colombia	89	83	97	74	86	95	104	106	107	108	107	119
Dominican Republic	99	99	135	95	99	96	102	102	105	97	105	109

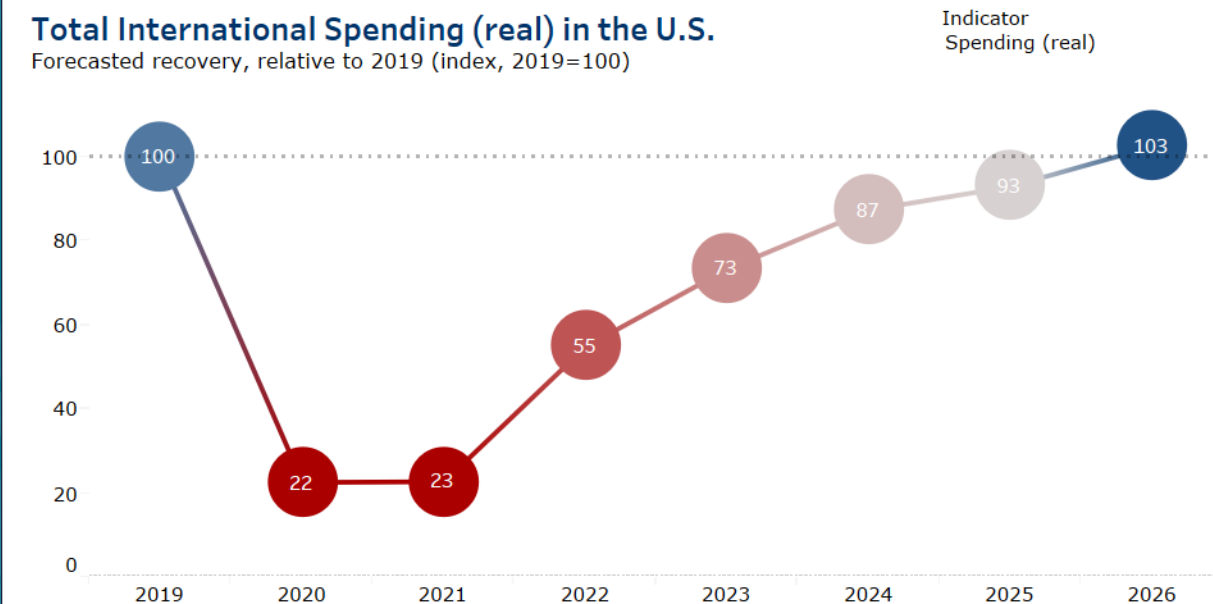
19 154

# International Visitor Forecast

Forecasted in December, 2023

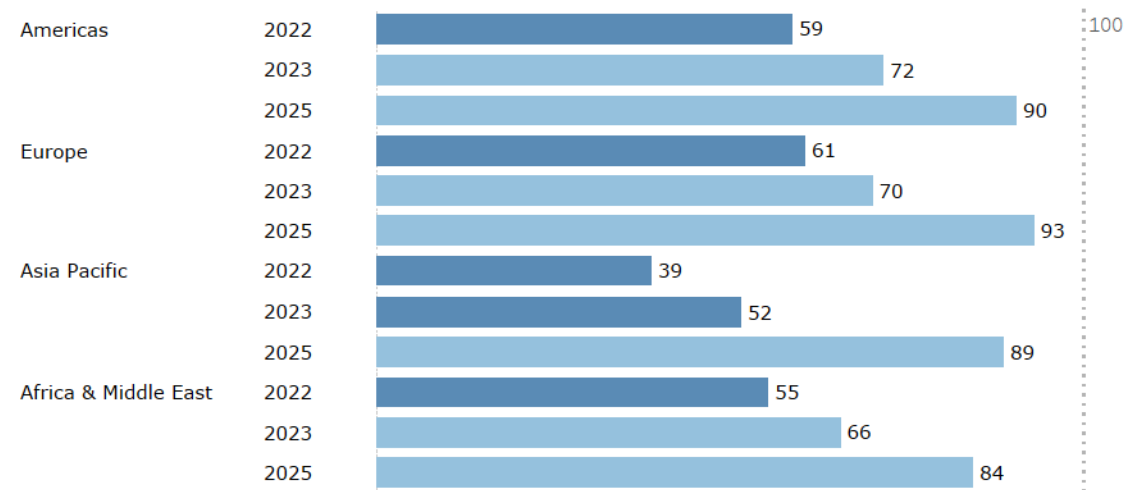
## Total International Spending (real) in the U.S.

Forecasted recovery, relative to 2019 (index, 2019=100)



## International Spending (real) in the U.S. by World Region

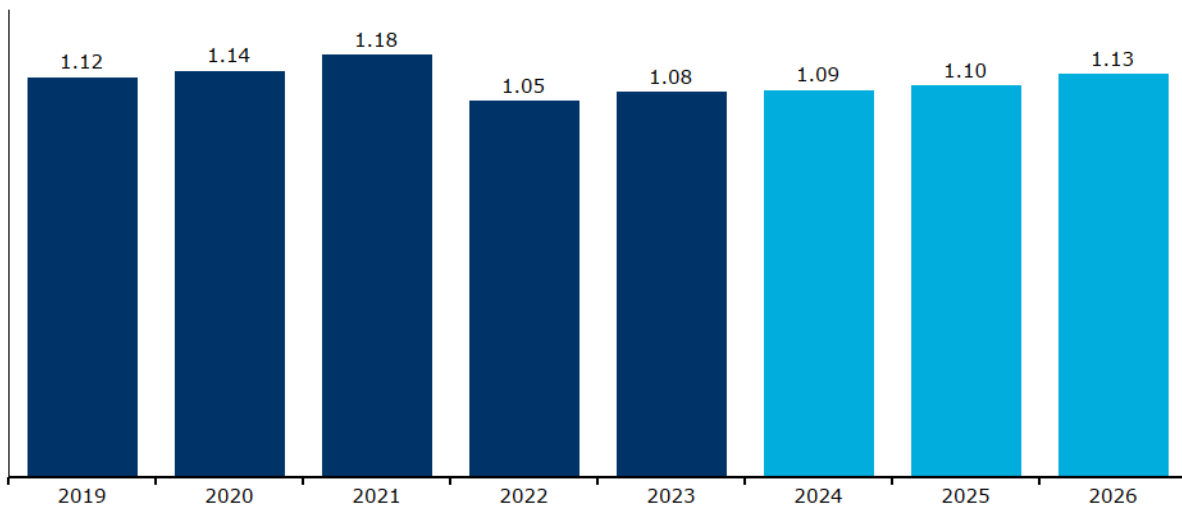
Forecasted recovery for top-regions, relative to 2019 (index, 2019=100)



## Exchange Rates

Forecasted exchange rate by year, US\$ per EUR

Currency  
US\$ per EUR



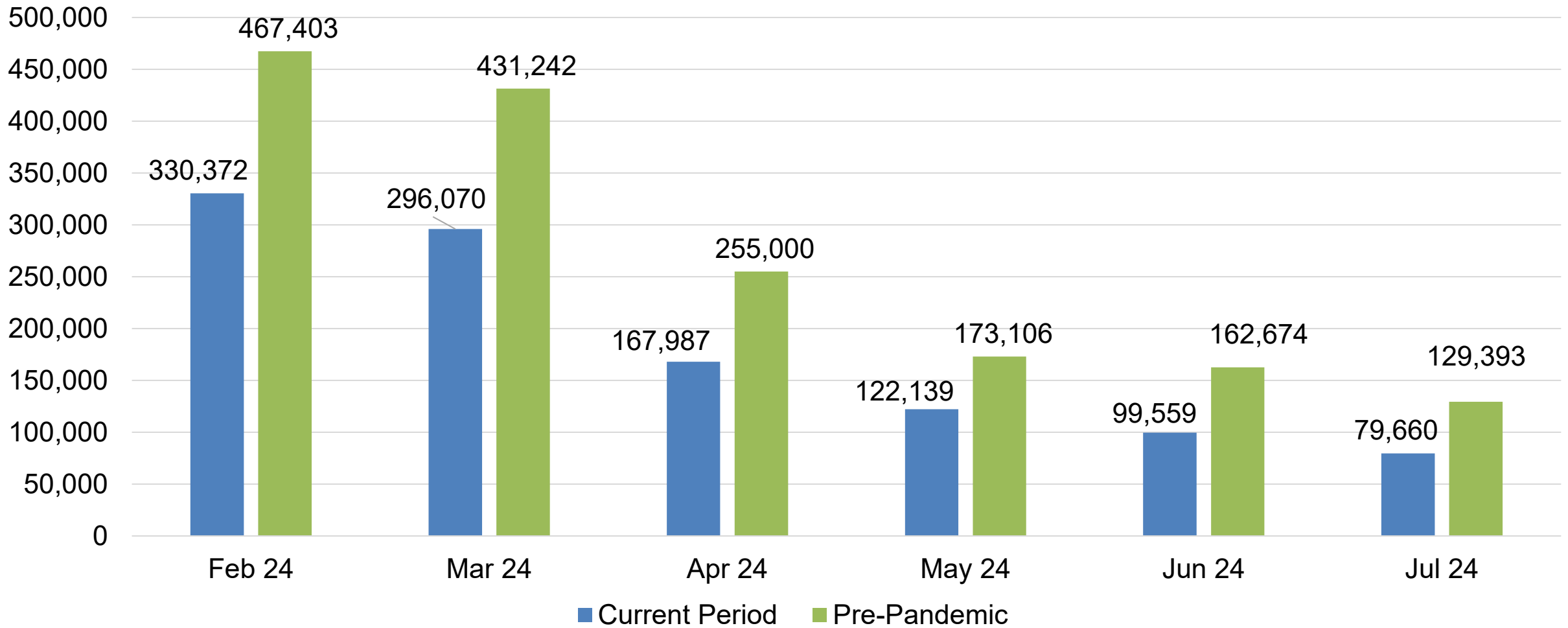
## International Spending (real) in the U.S.

Forecasted recovery for top-10 origin markets, relative to 2019 (index, 2019=100)

	2021	2022	2023	2024	2025
Canada	11	59	81	90	97
Mexico	52	55	70	80	89
United Kingdom	10	63	71	86	96
China	2	30	36	75	92
Japan	3	13	30	54	73
Brazil	10	51	61	74	84
Germany	11	59	66	79	92
Australia	3	42	60	74	88
France	12	62	73	84	92

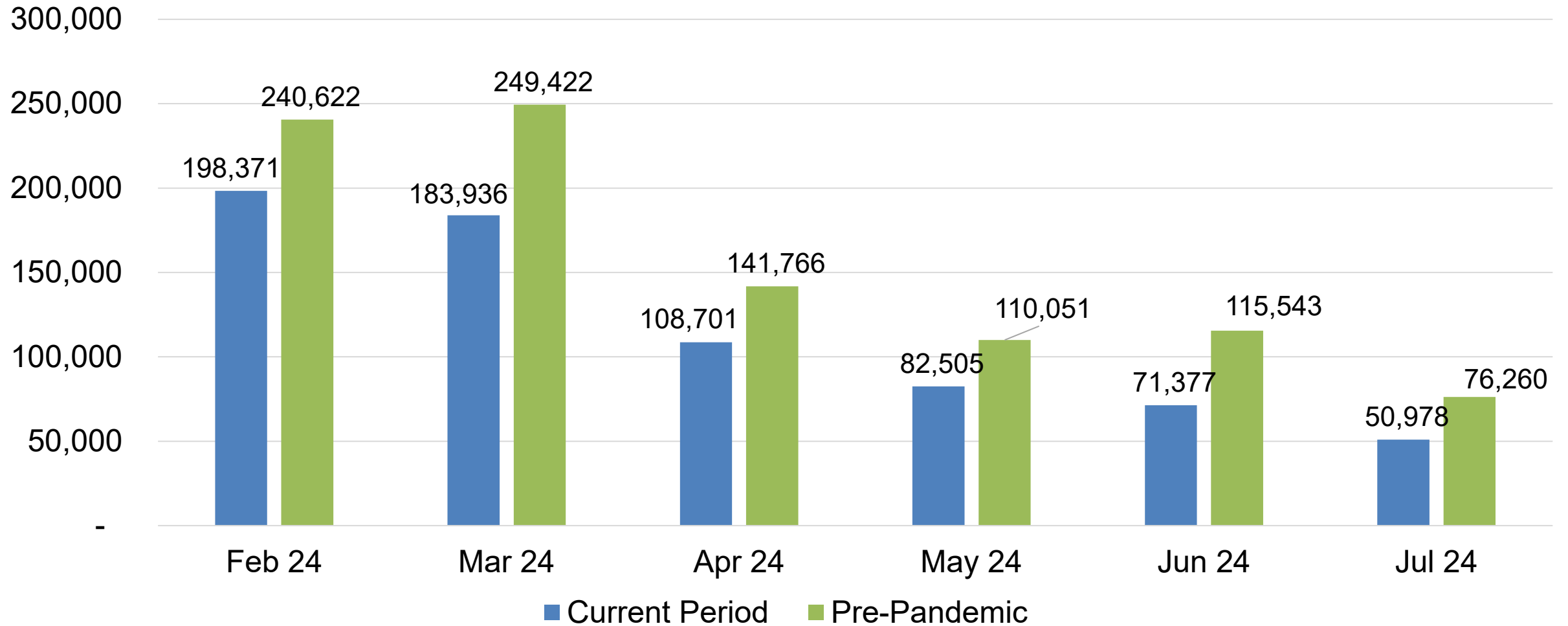
# ARC/FORWARDKEYS DESTINATION GATEWAY AIR BOOKING TRENDS

# Six Month Outlook: All Markets



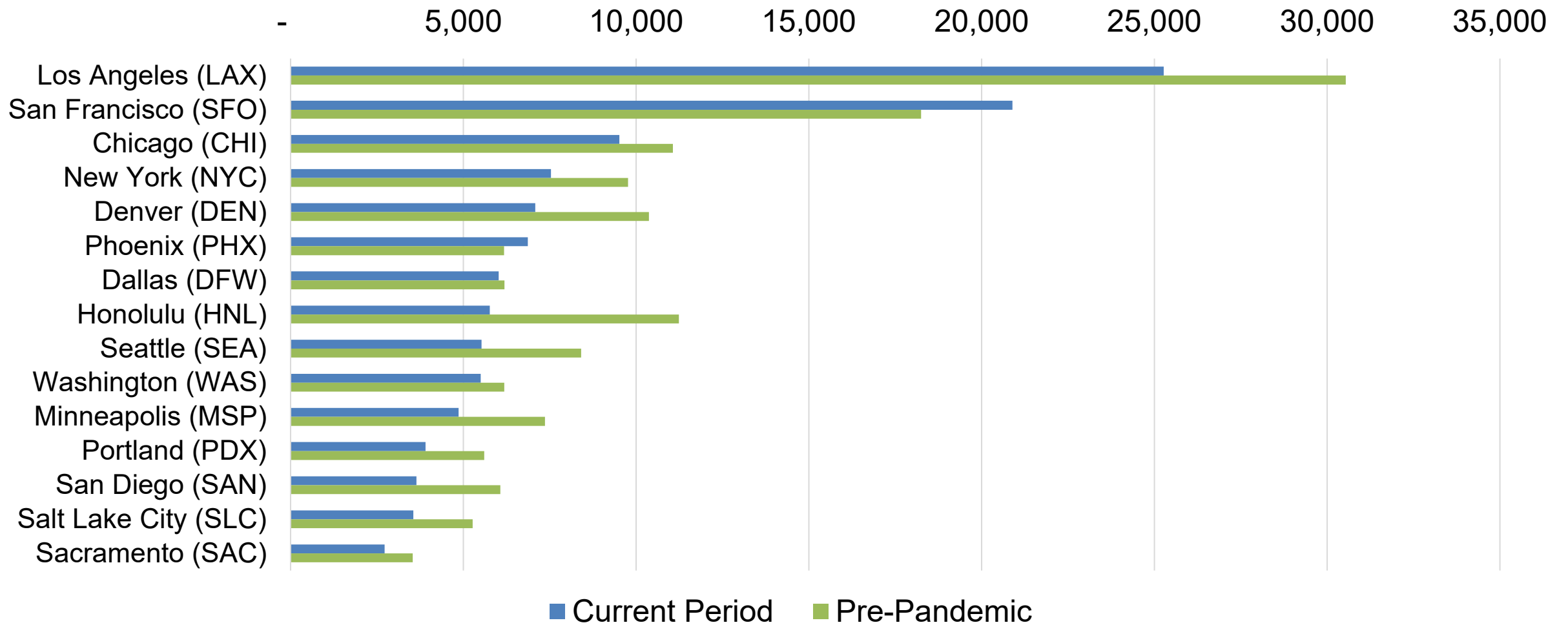
Source: ARC/ForwardKeys Destination Gateway

# Six Month Outlook: United States



Source: ARC/ForwardKeys Destination Gateway

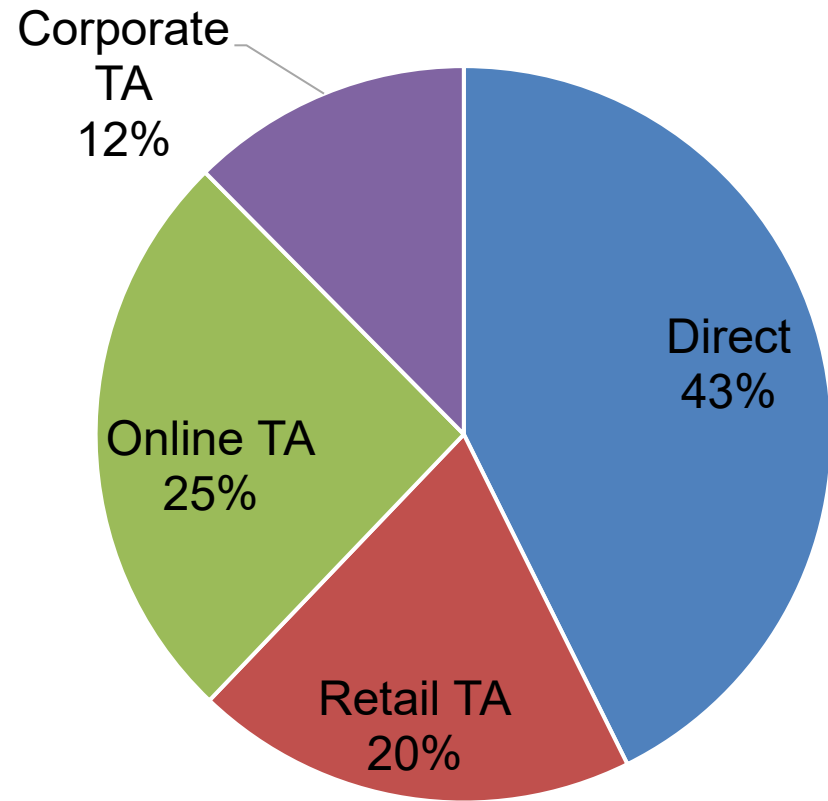
# Trip Origins: United States



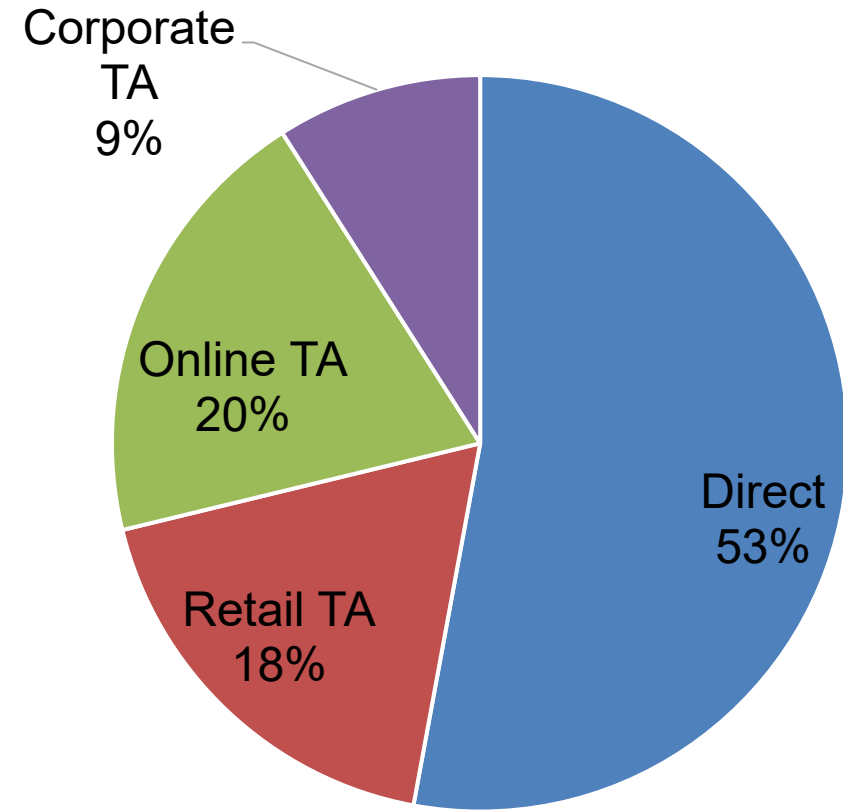
Source: ARC/ForwardKeys Destination Gateway

# Distribution Channel: United States

## Pre-Pandemic



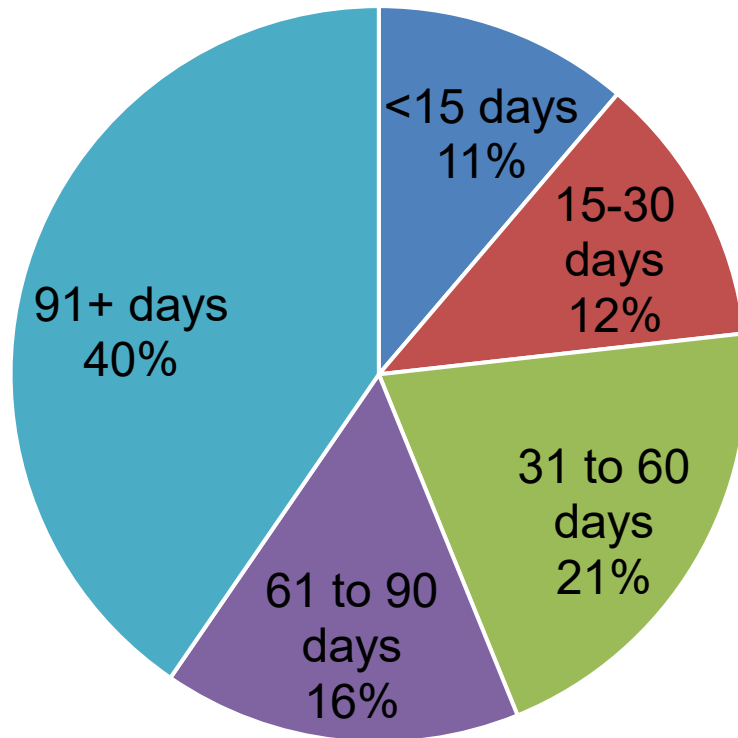
## Current Period



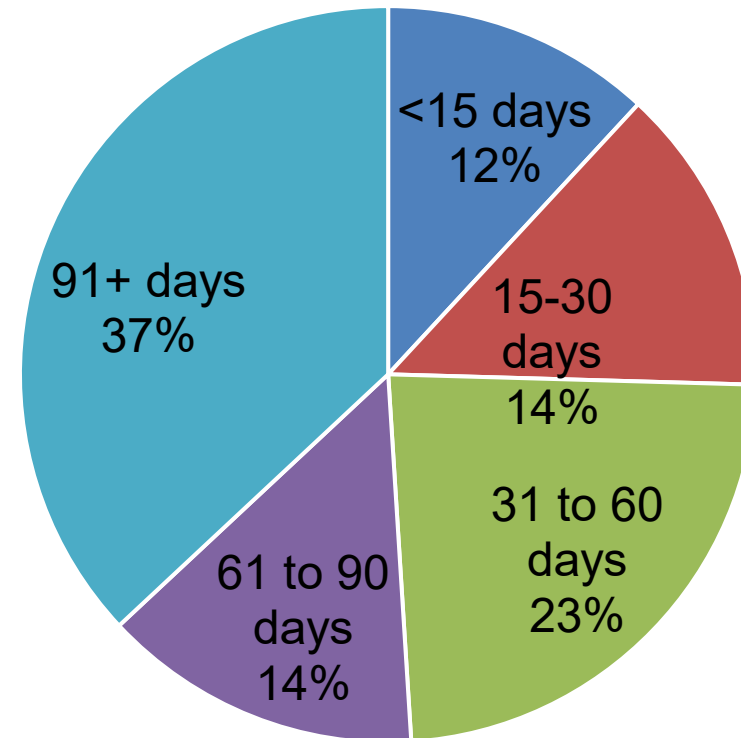
Source: ARC/ForwardKeys Destination Gateway

# Lead Time: United States

## Pre-Pandemic



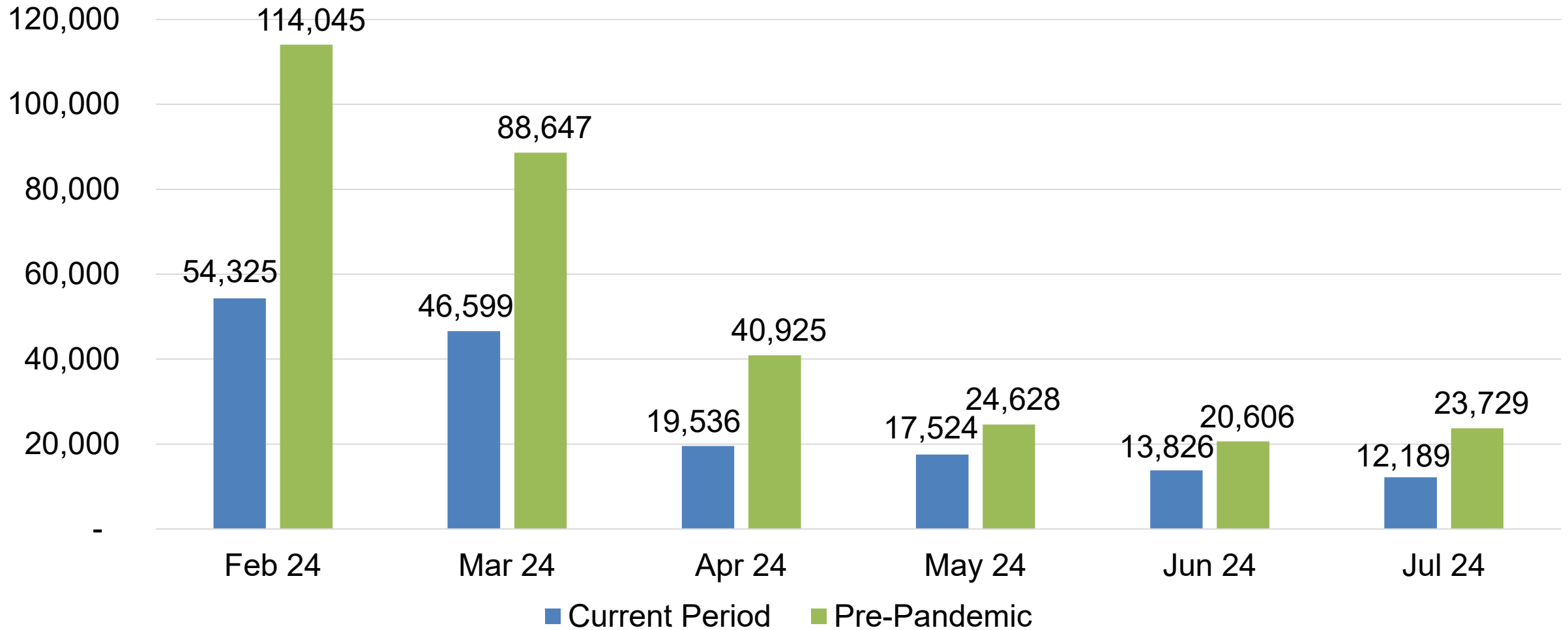
## Current Period



Source: ARC/ForwardKeys Destination Gateway

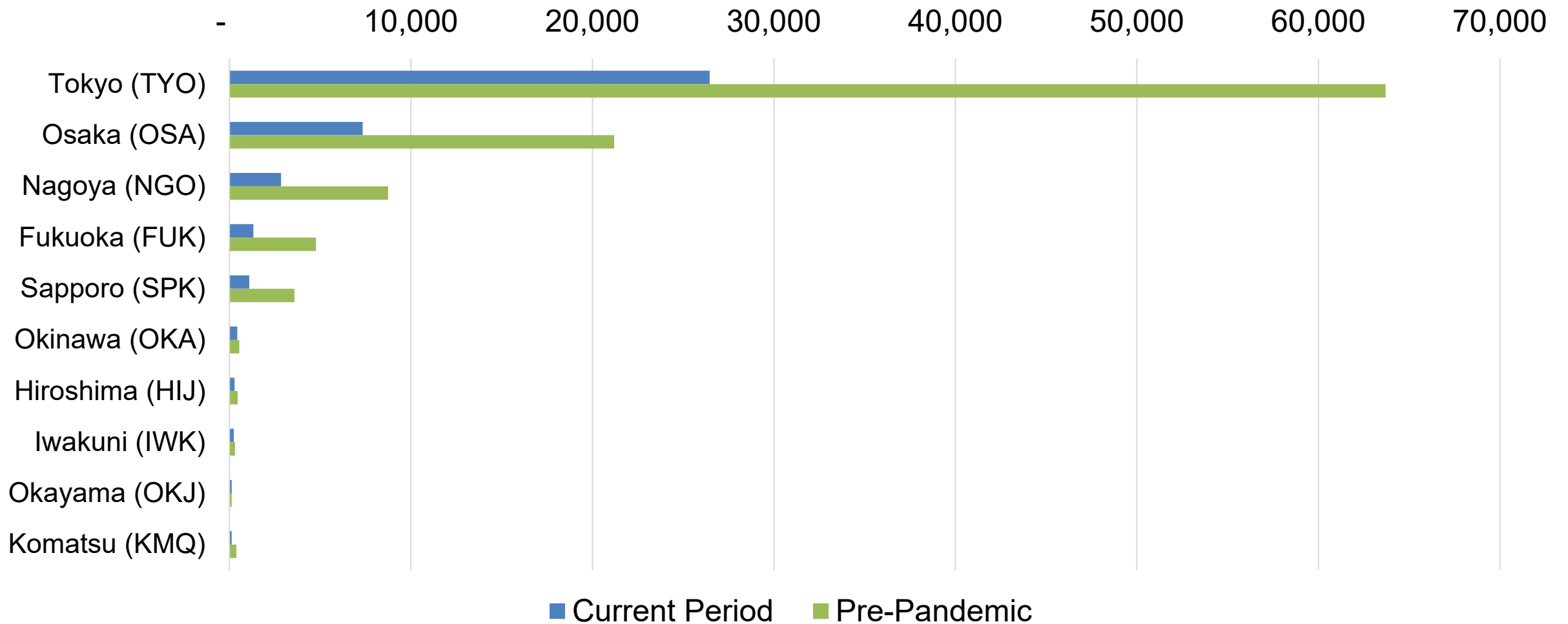


# Six Month Outlook: Japan



Source: ARC/ForwardKeys Destination Gateway

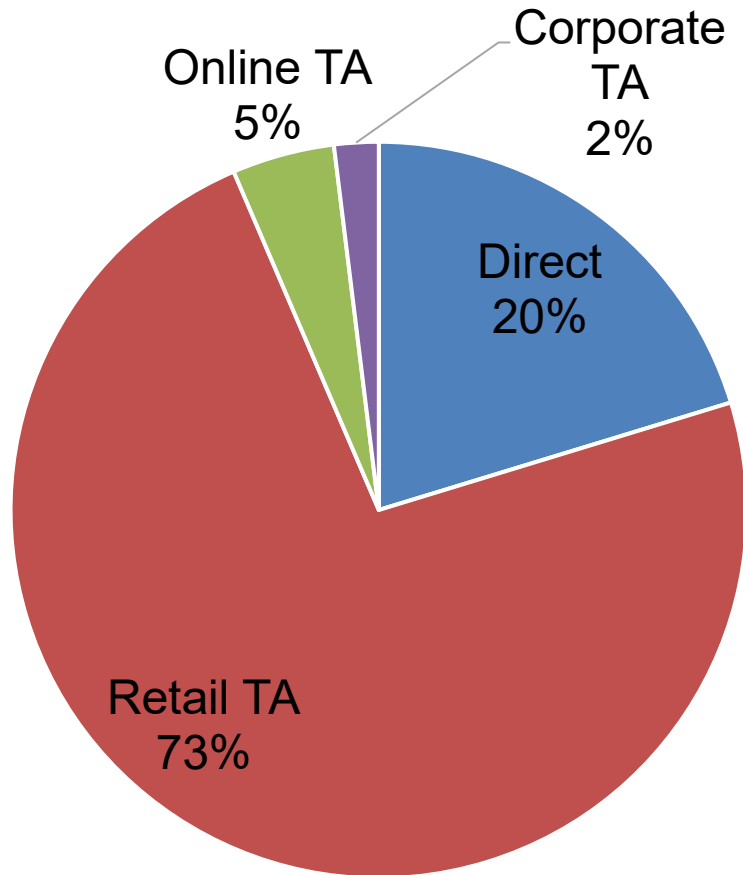
# Trip Origins: Japan



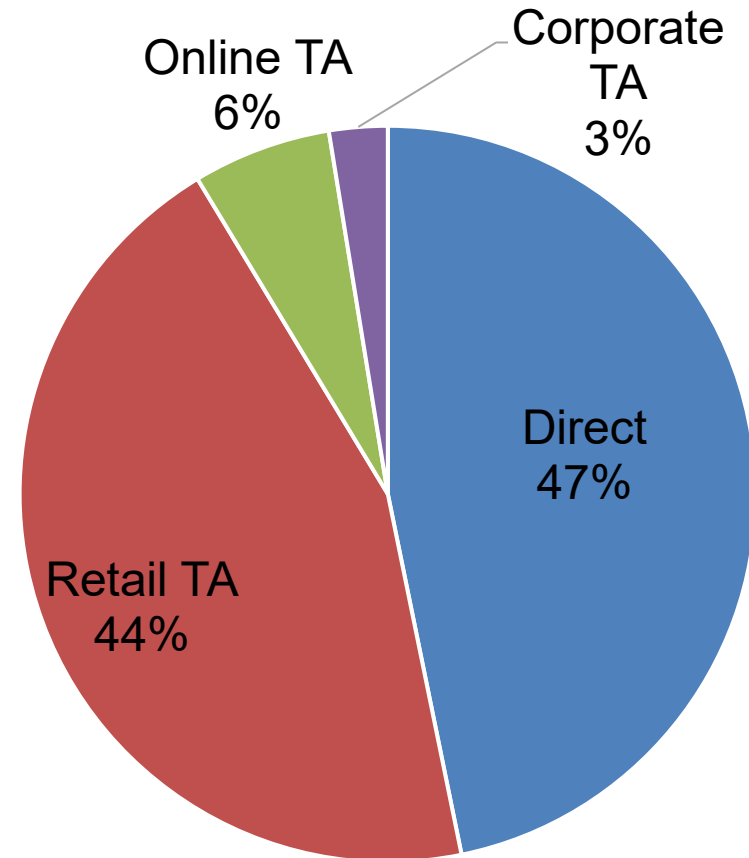
Source: ARC/ForwardKeys Destination Gateway

# Distribution Channel: Japan

## Pre-Pandemic



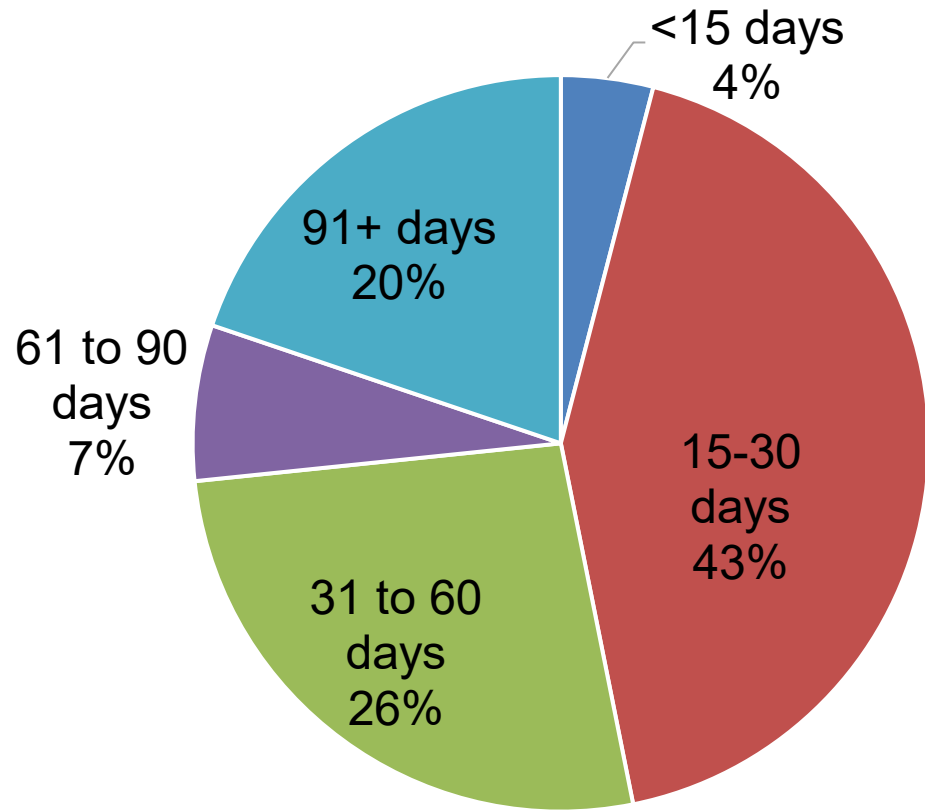
## Current Period



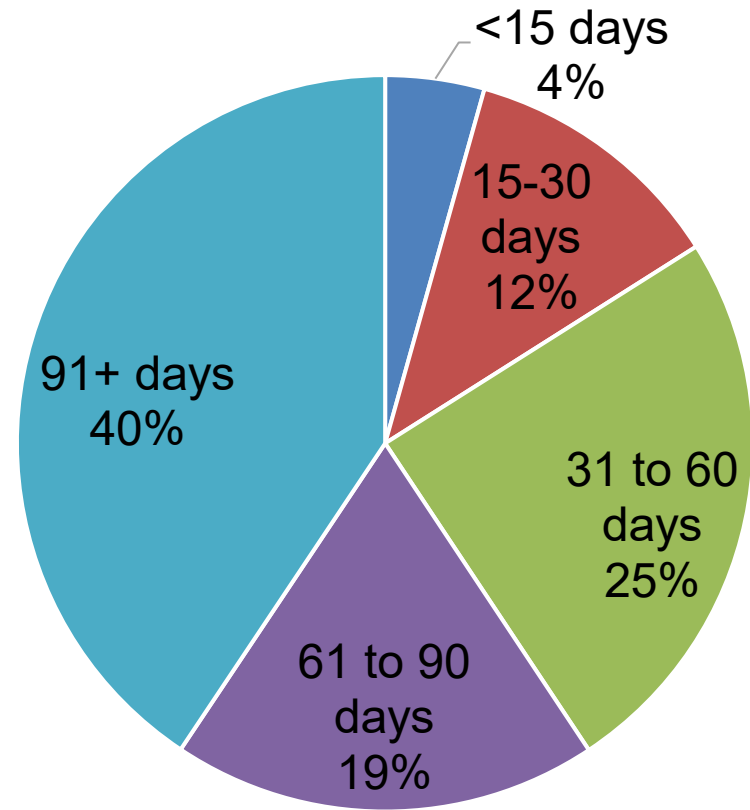
Source: ARC/ForwardKeys Destination Gateway

# Lead Time: Japan

## Pre-Pandemic

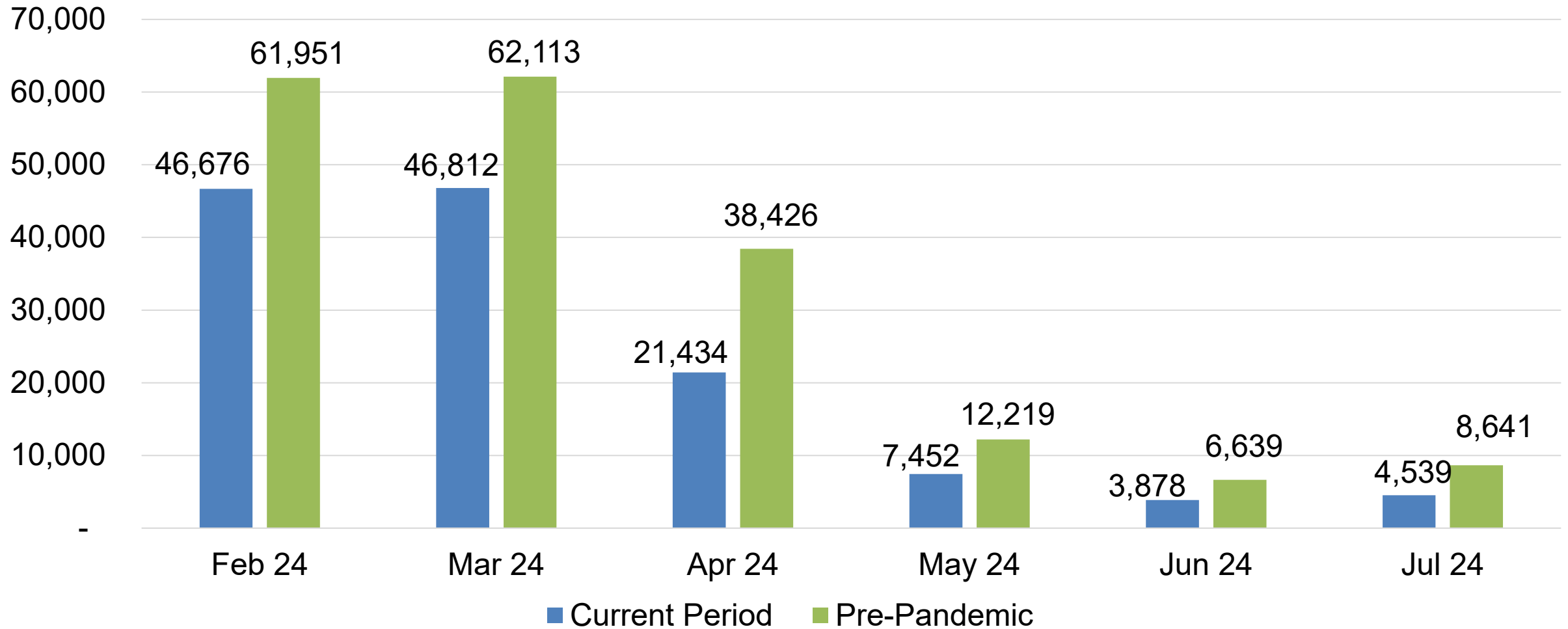


## Current Period



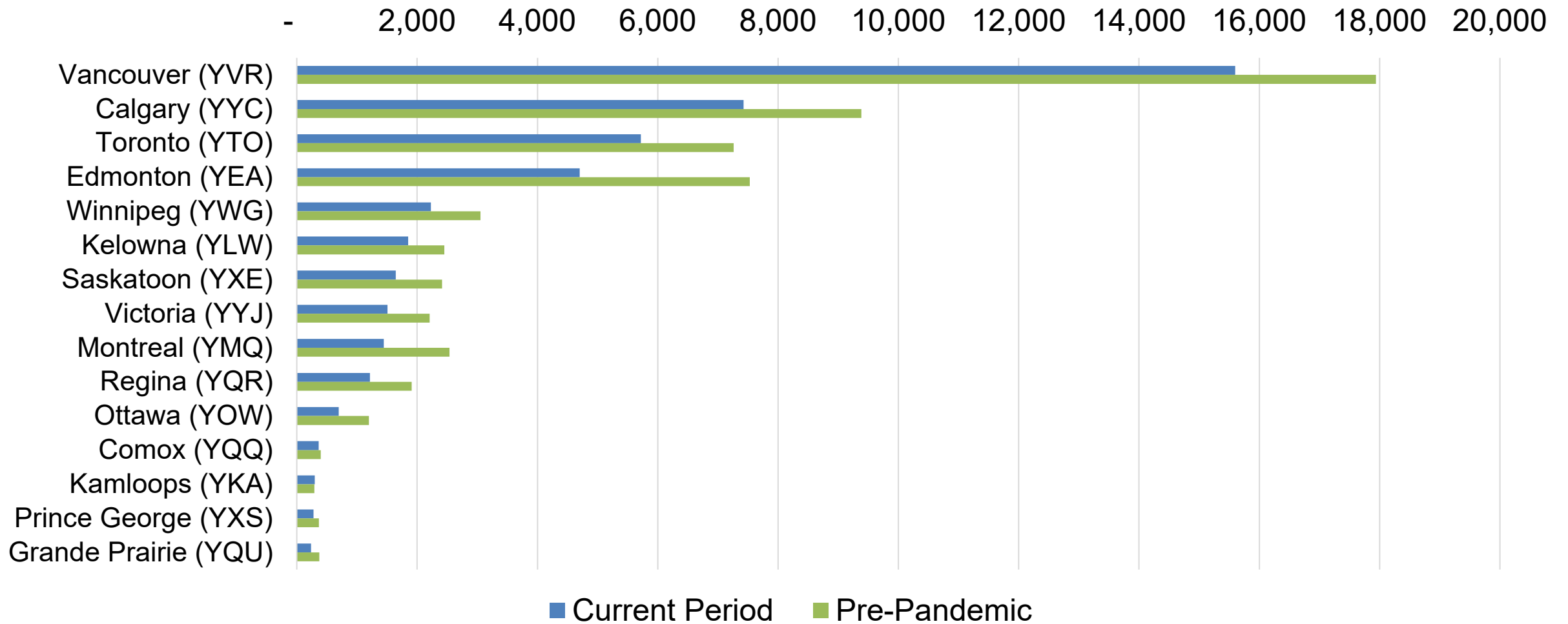
Source: ARC/ForwardKeys Destination Gateway

# Six Month Outlook: Canada



Source: ARC/ForwardKeys Destination Gateway

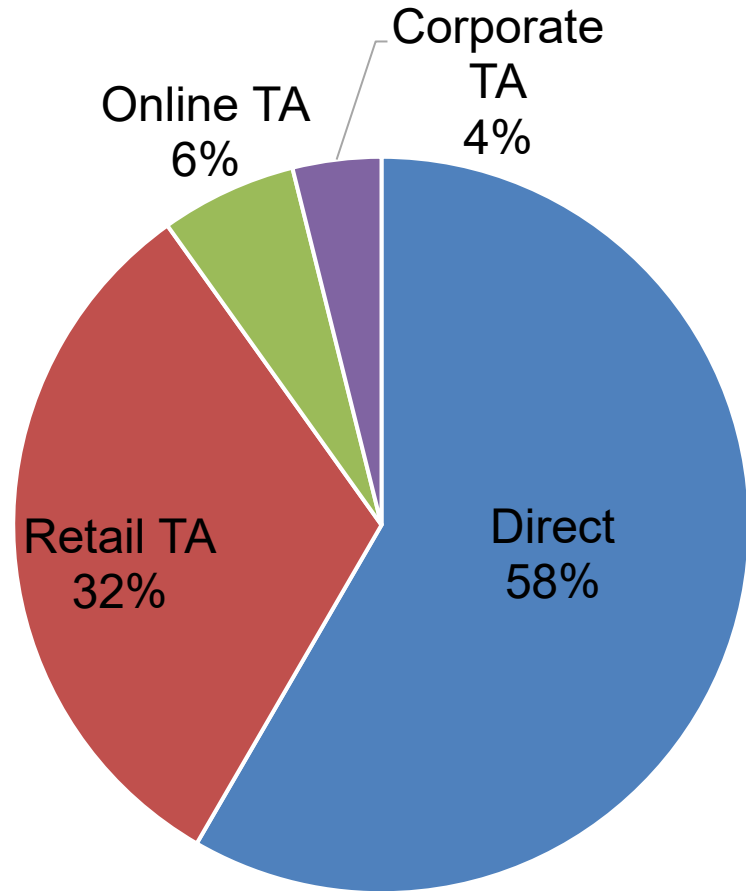
# Trip Origins: Canada



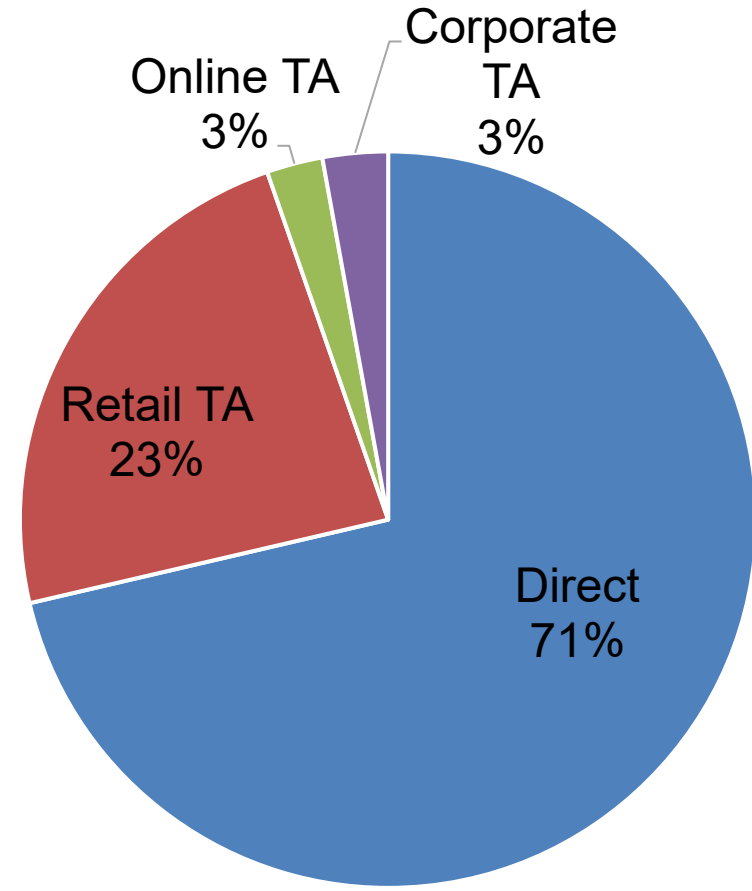
Source: ARC/ForwardKeys Destination Gateway

# Distribution Channel: Canada

## Pre-Pandemic



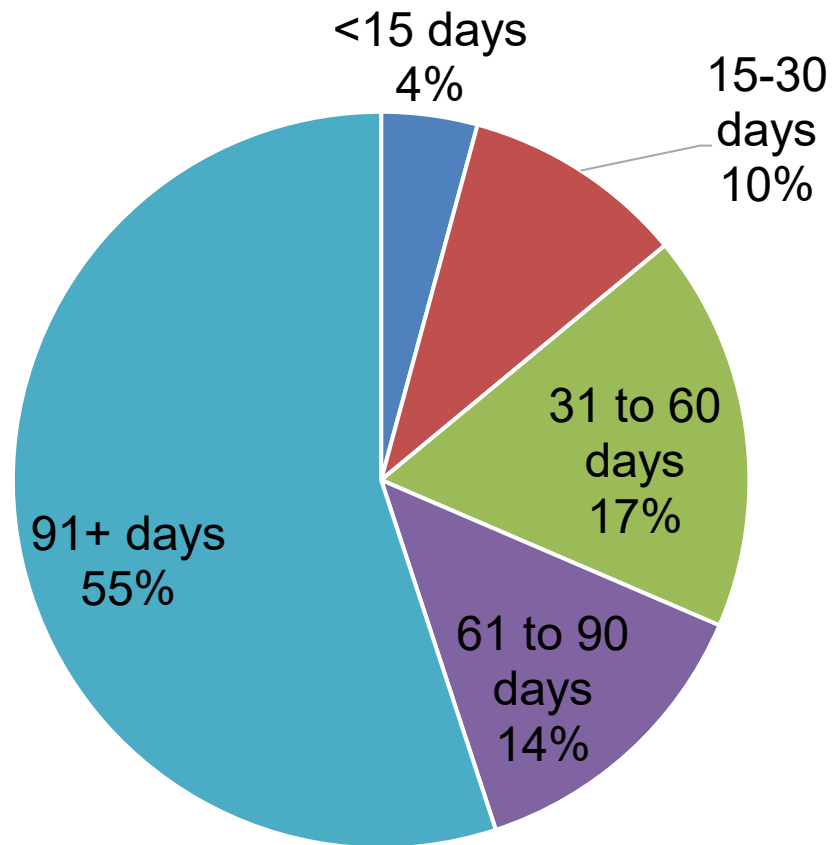
## Current Period



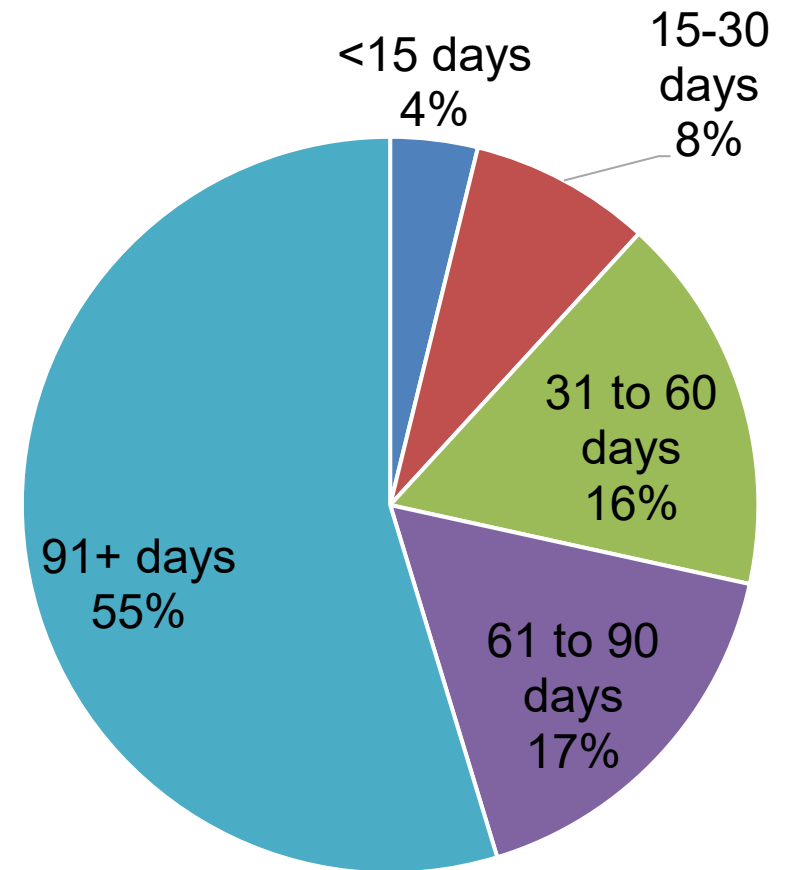
Source: ARC/ForwardKeys Destination Gateway

# Lead Time: Canada

## Pre-Pandemic



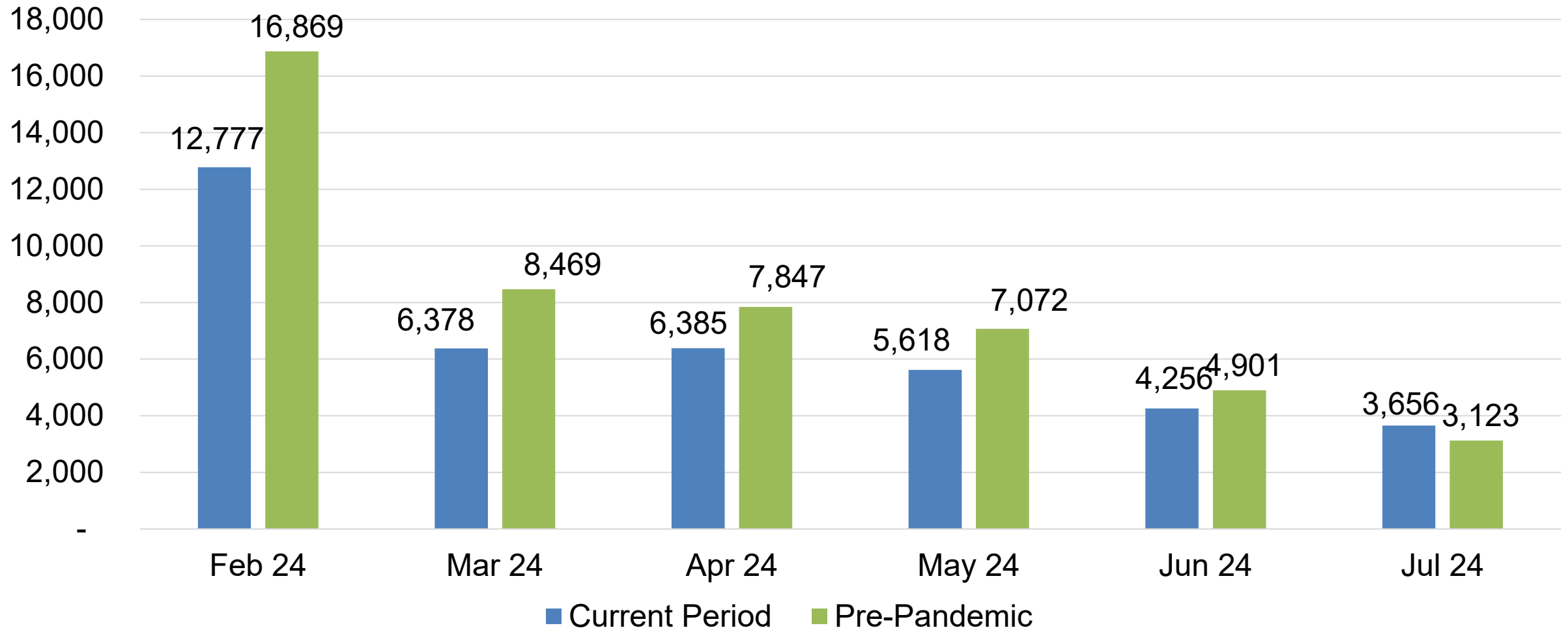
## Current Period



Source: ARC/ForwardKeys Destination Gateway

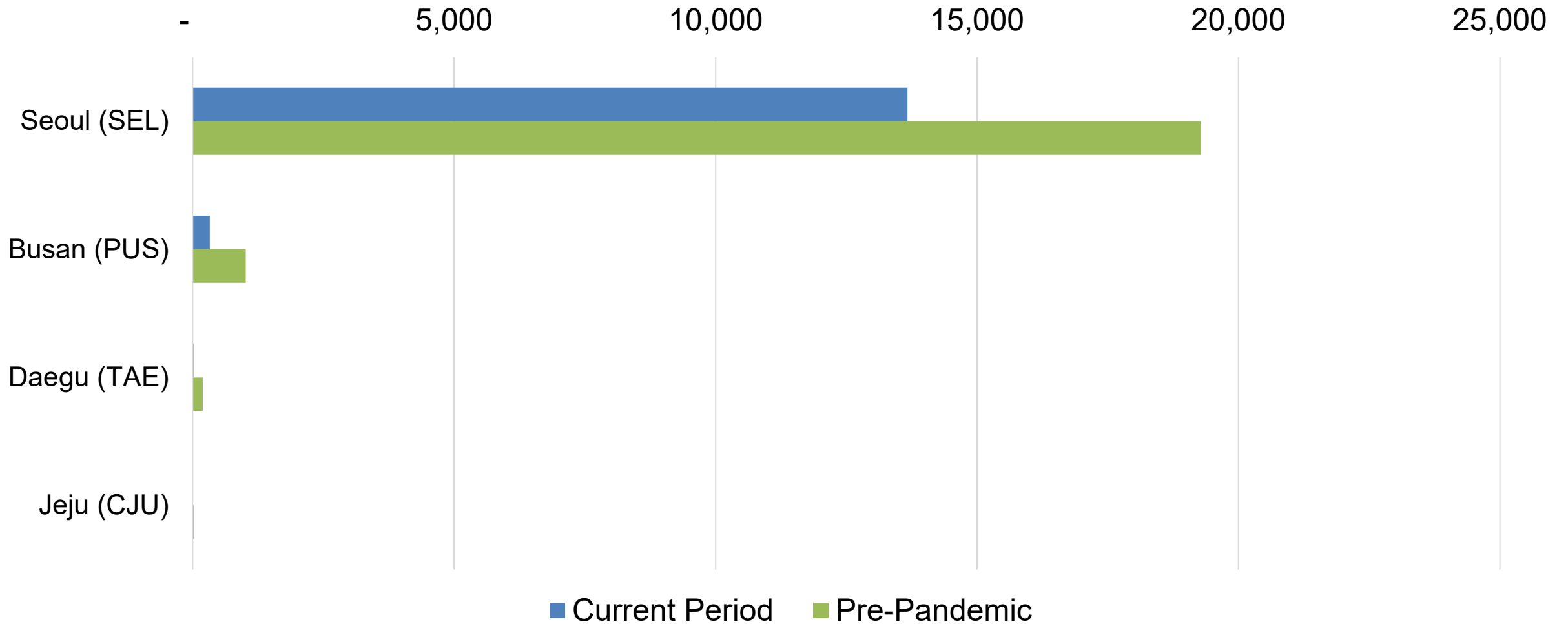


# Six Month Outlook: Korea



Source: ARC/ForwardKeys Destination Gateway

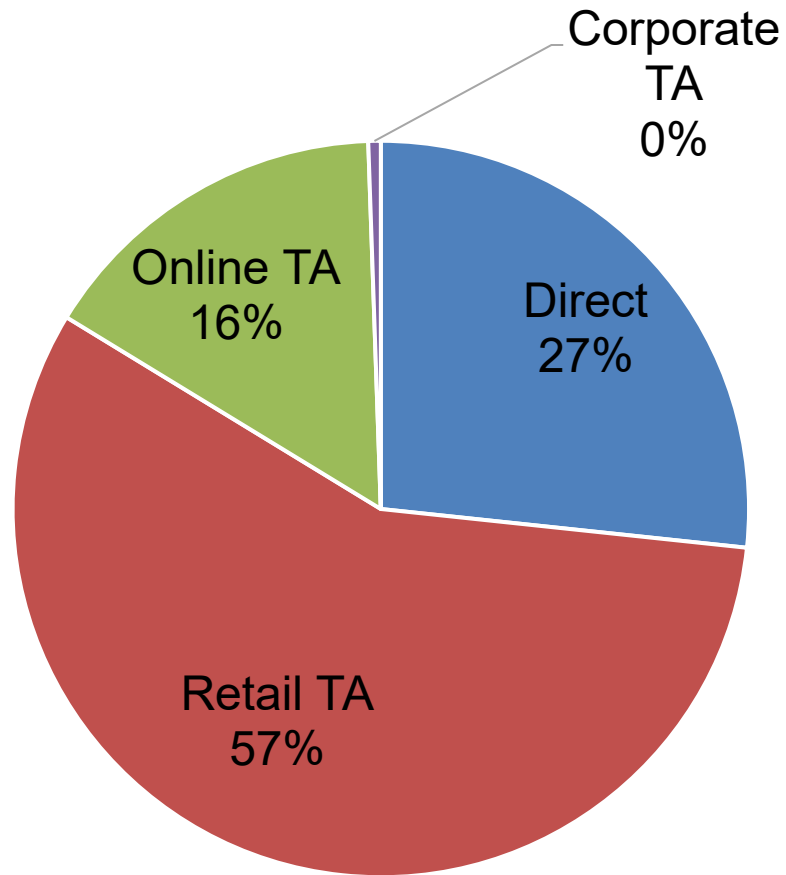
# Trip Origins: Korea



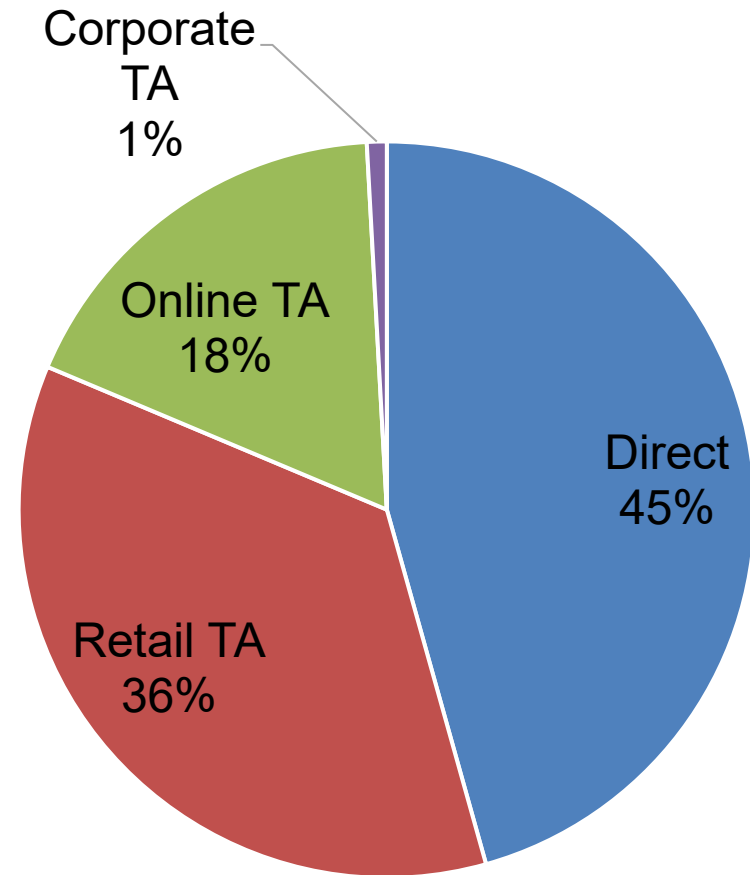
Source: ARC/ForwardKeys Destination Gateway

# Distribution Channel: Korea

## Pre-Pandemic



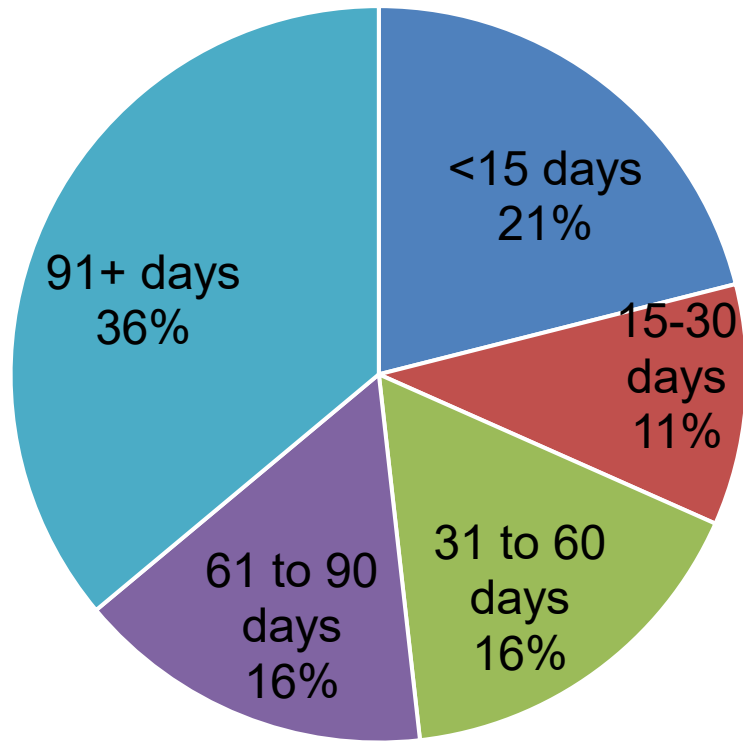
## Current Period



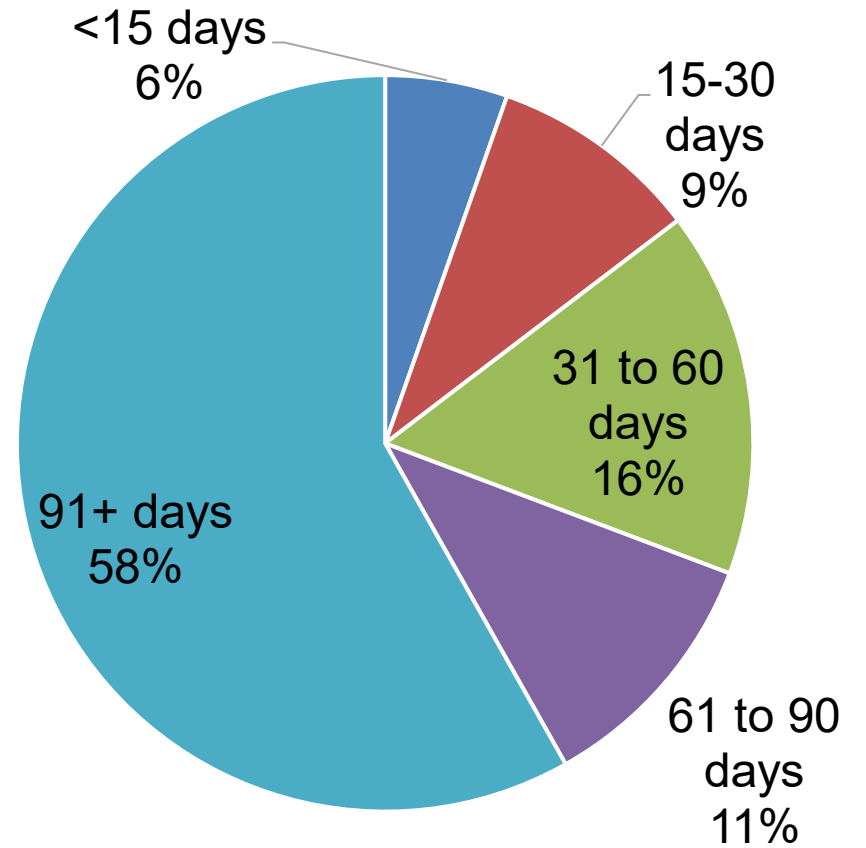
Source: ARC/ForwardKeys Destination Gateway

# Lead Time: Korea

## Pre-Pandemic

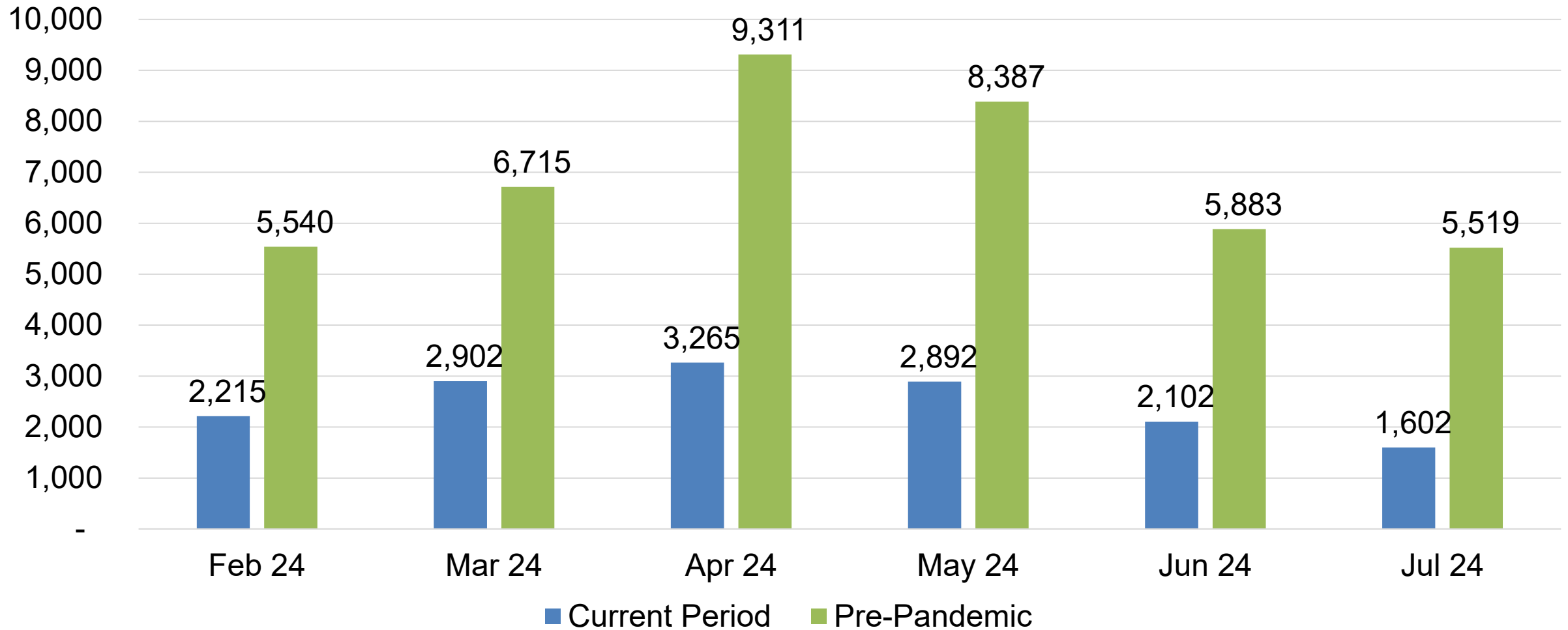


## Current Period



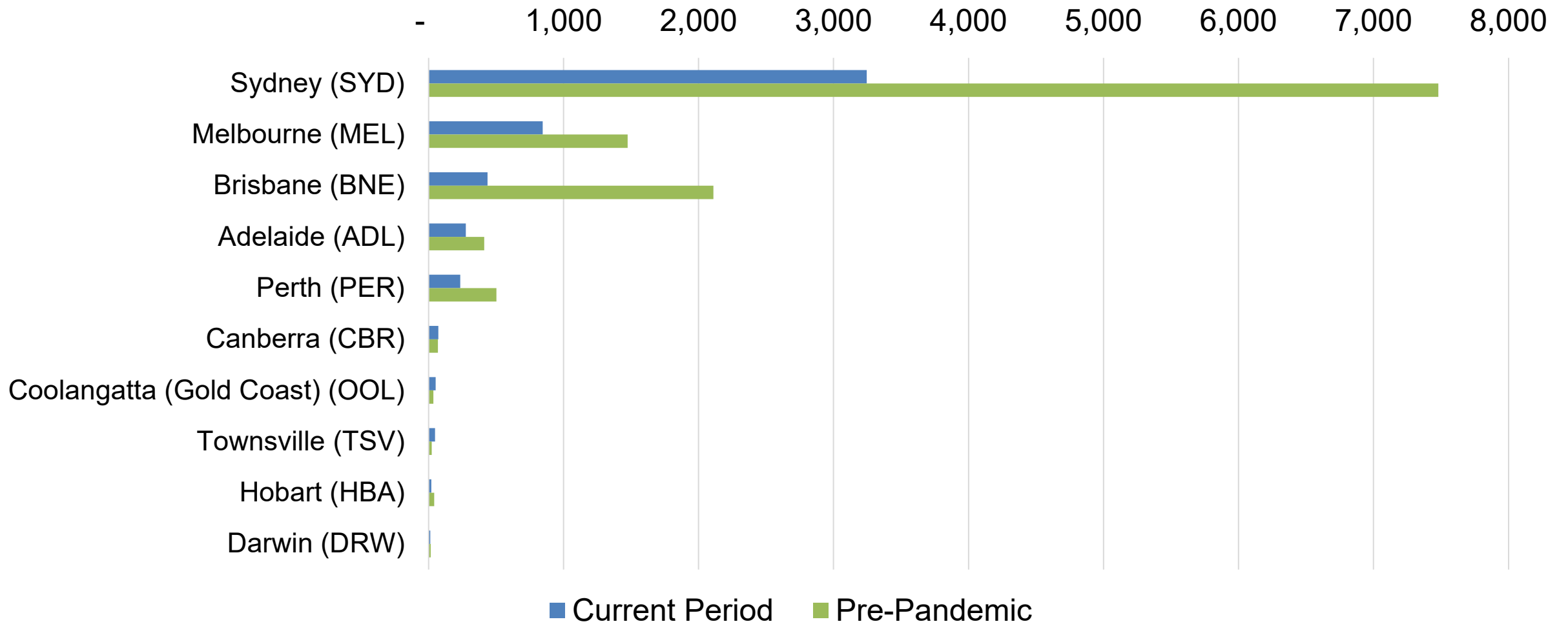
Source: ARC/ForwardKeys Destination Gateway

# Six Month Outlook: Australia



Source: ARC/ForwardKeys Destination Gateway

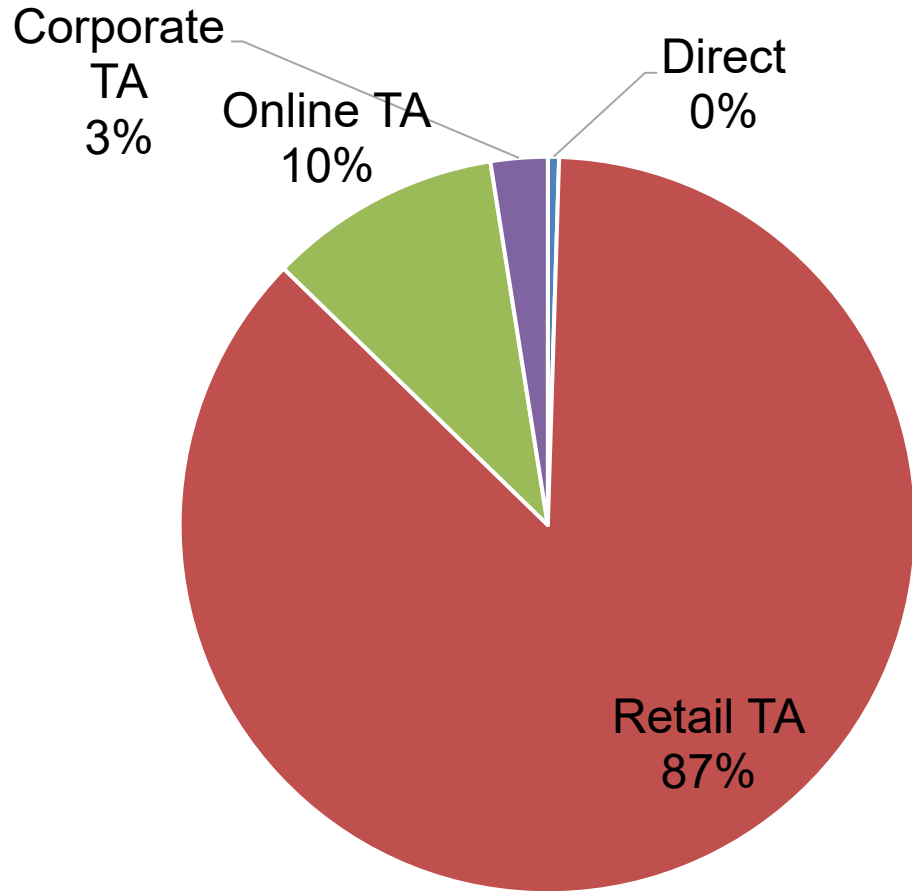
# Trip Origins: Australia



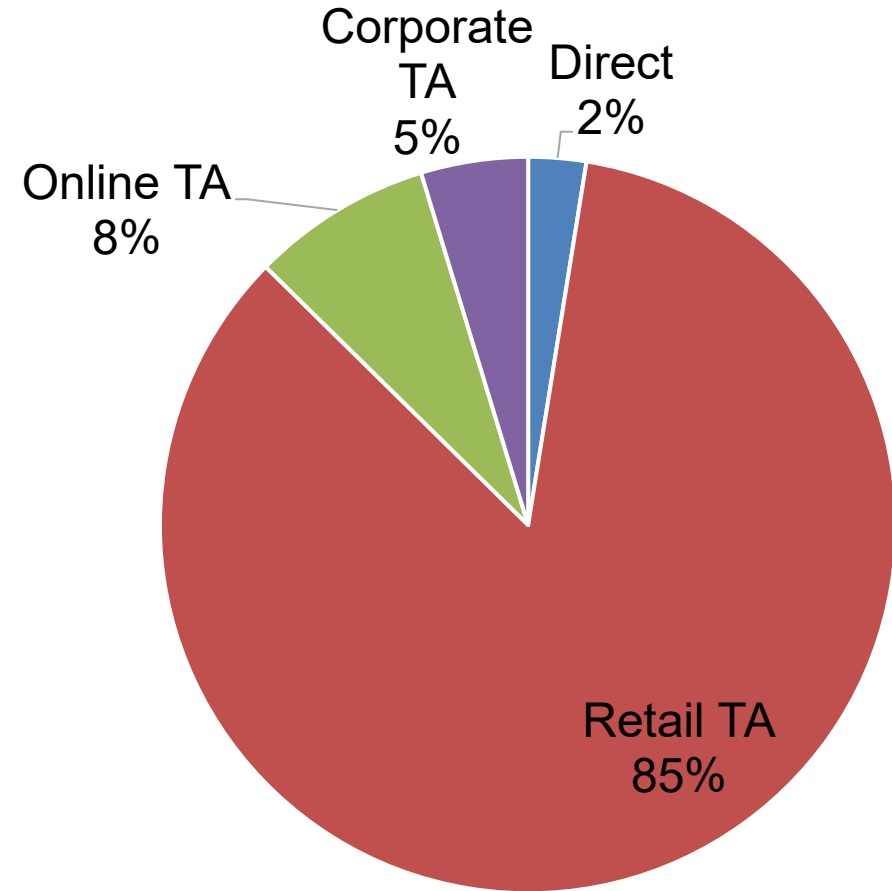
Source: ARC/ForwardKeys Destination Gateway

# Distribution Channel: Australia

## Pre-Pandemic



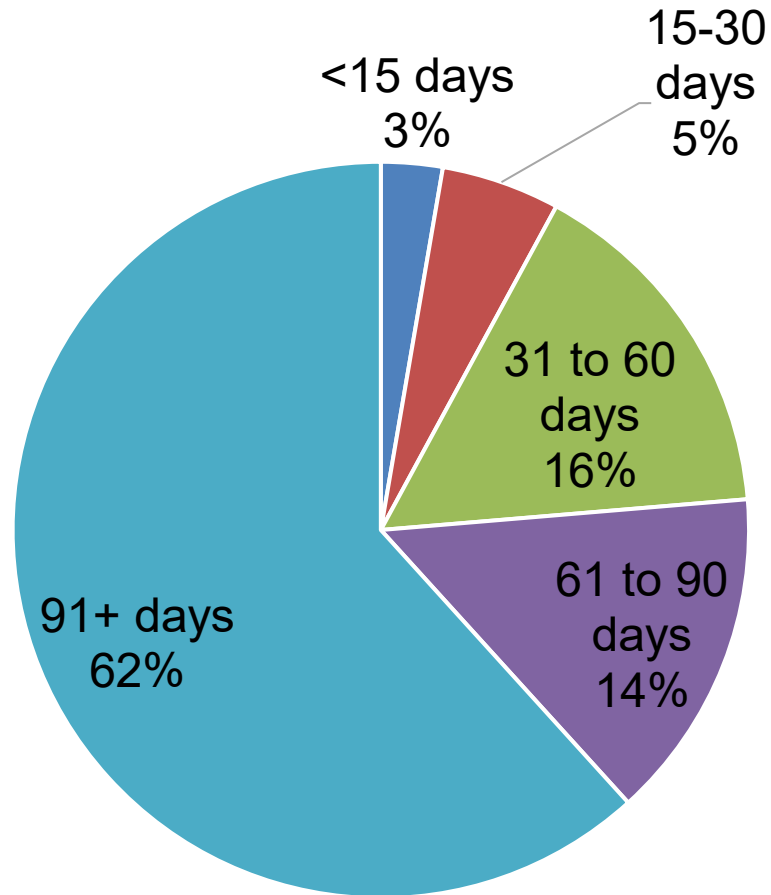
## Current Period



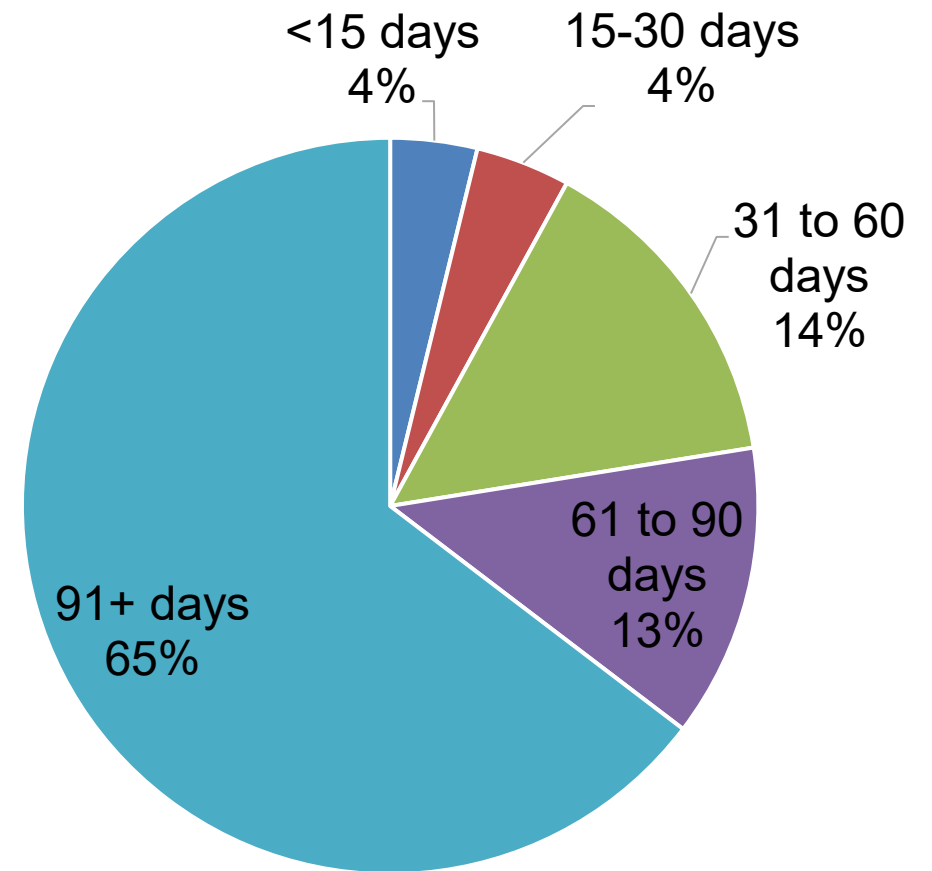
Source: ARC/ForwardKeys Destination Gateway

# Lead Time: Australia

## Pre-Pandemic



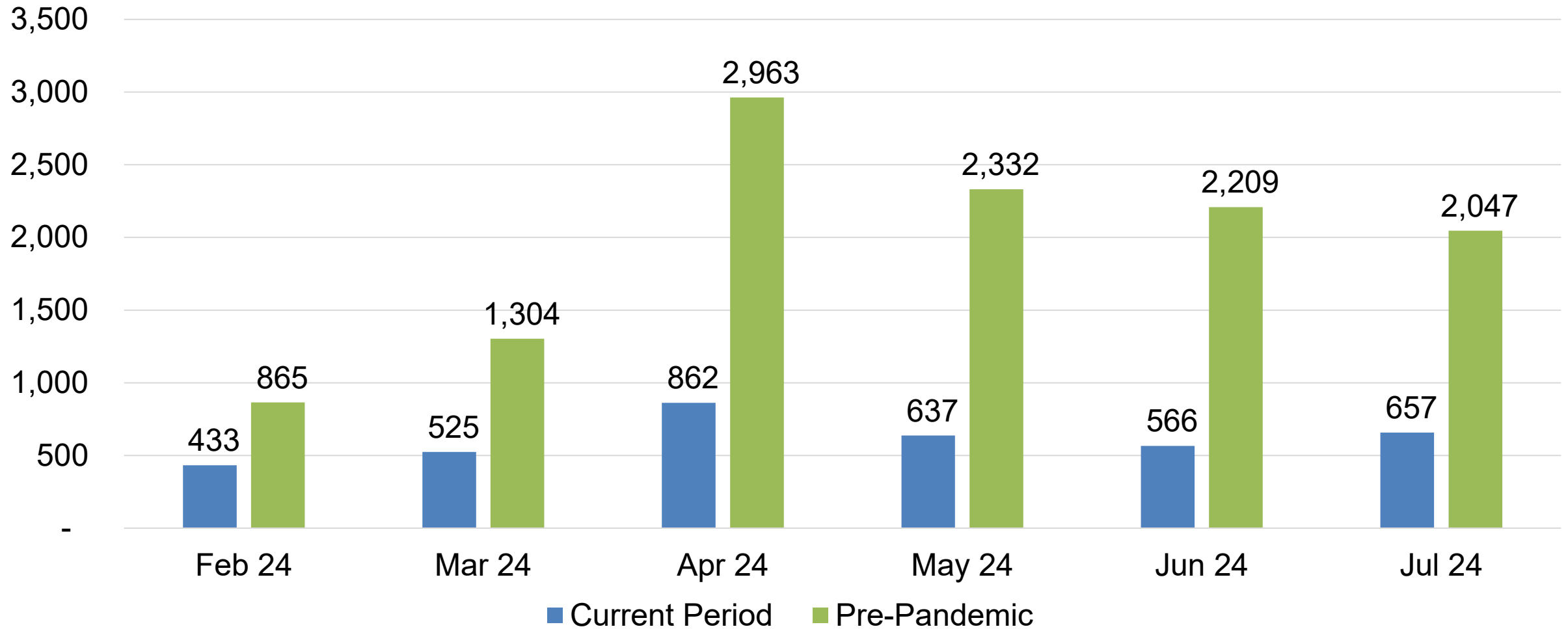
## Current Period



Source: ARC/ForwardKeys Destination Gateway

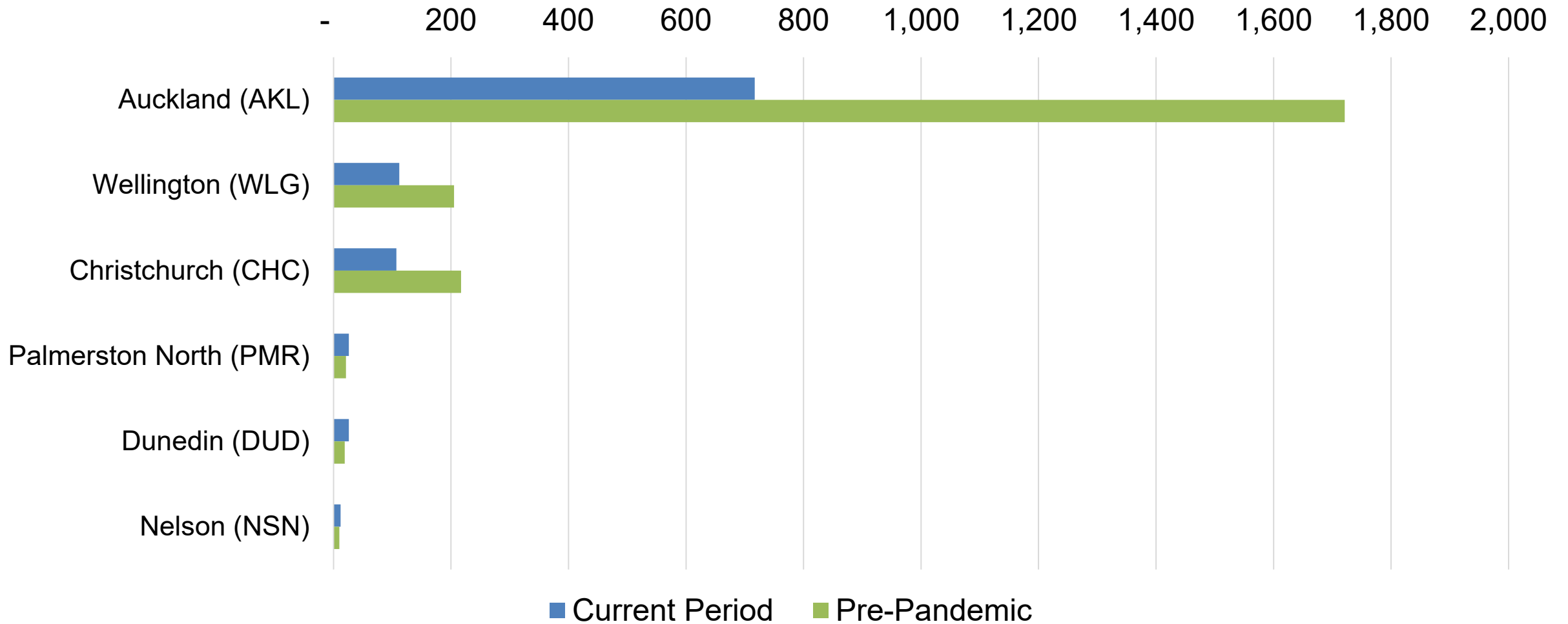


# Six Month Outlook: New Zealand



Source: ARC/ForwardKeys Destination Gateway

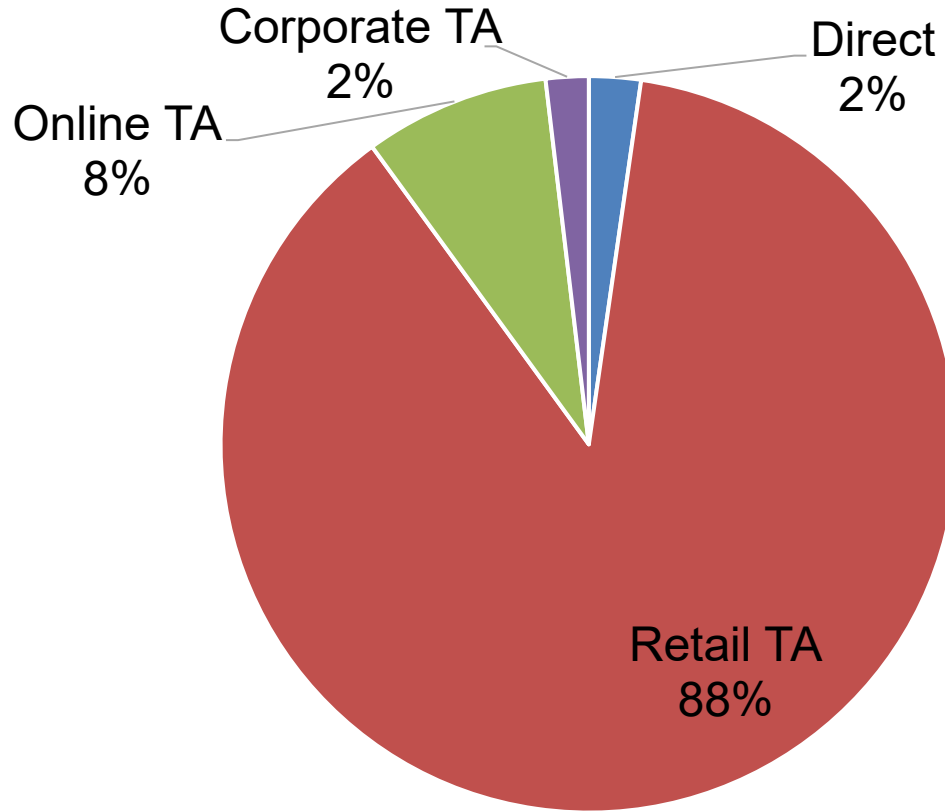
# Trip Origins: New Zealand



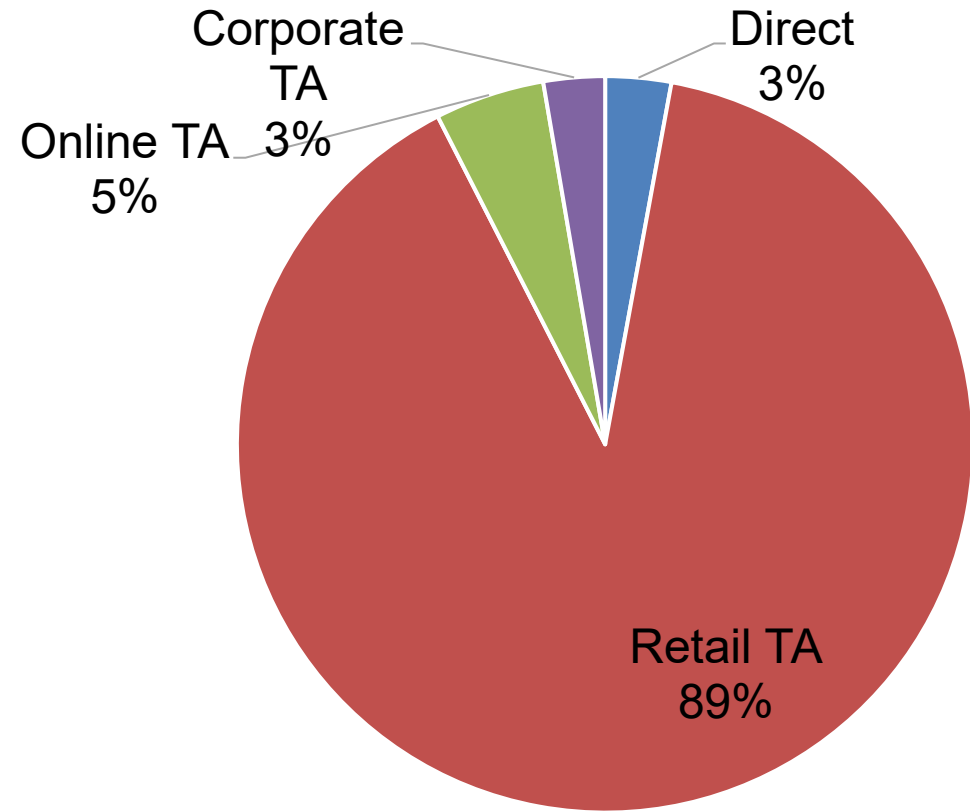
Source: ARC/ForwardKeys Destination Gateway

# Distribution Channel: New Zealand

## Pre-Pandemic



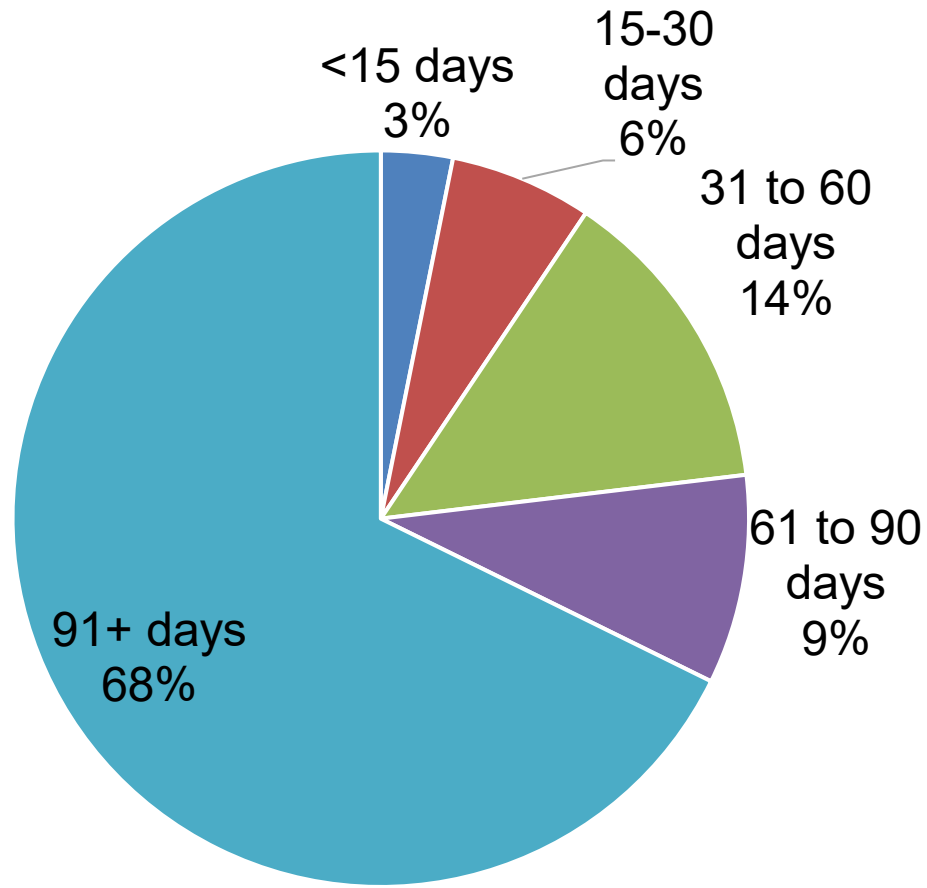
## Current Period



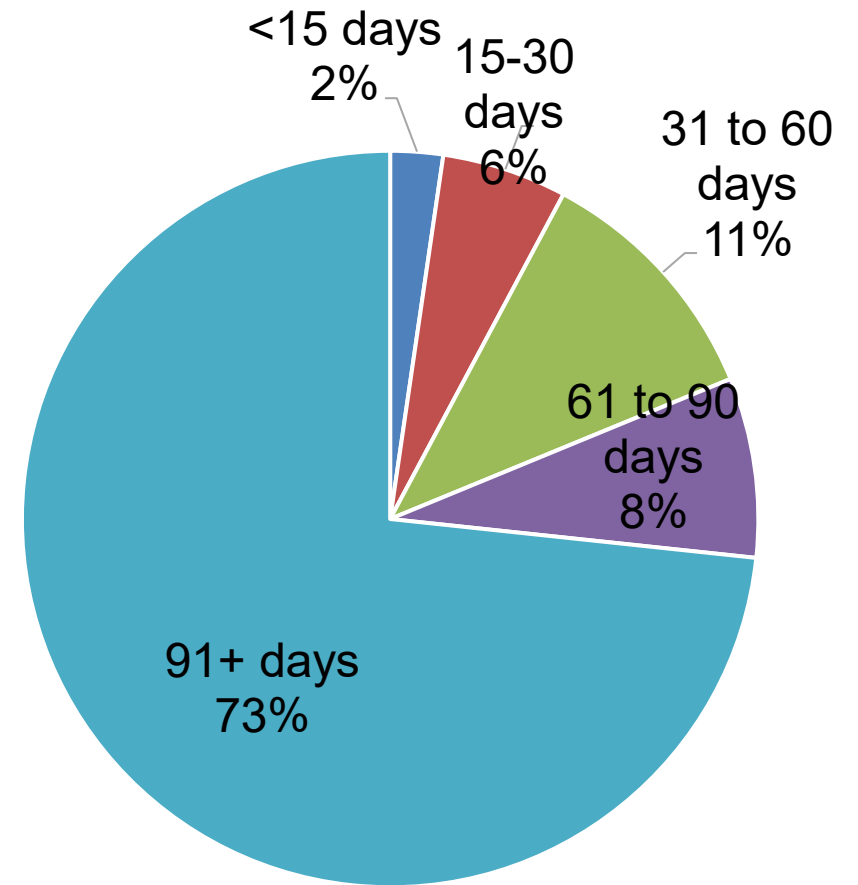
Source: ARC/ForwardKeys Destination Gateway

# Lead Time: New Zealand

## Pre-Pandemic

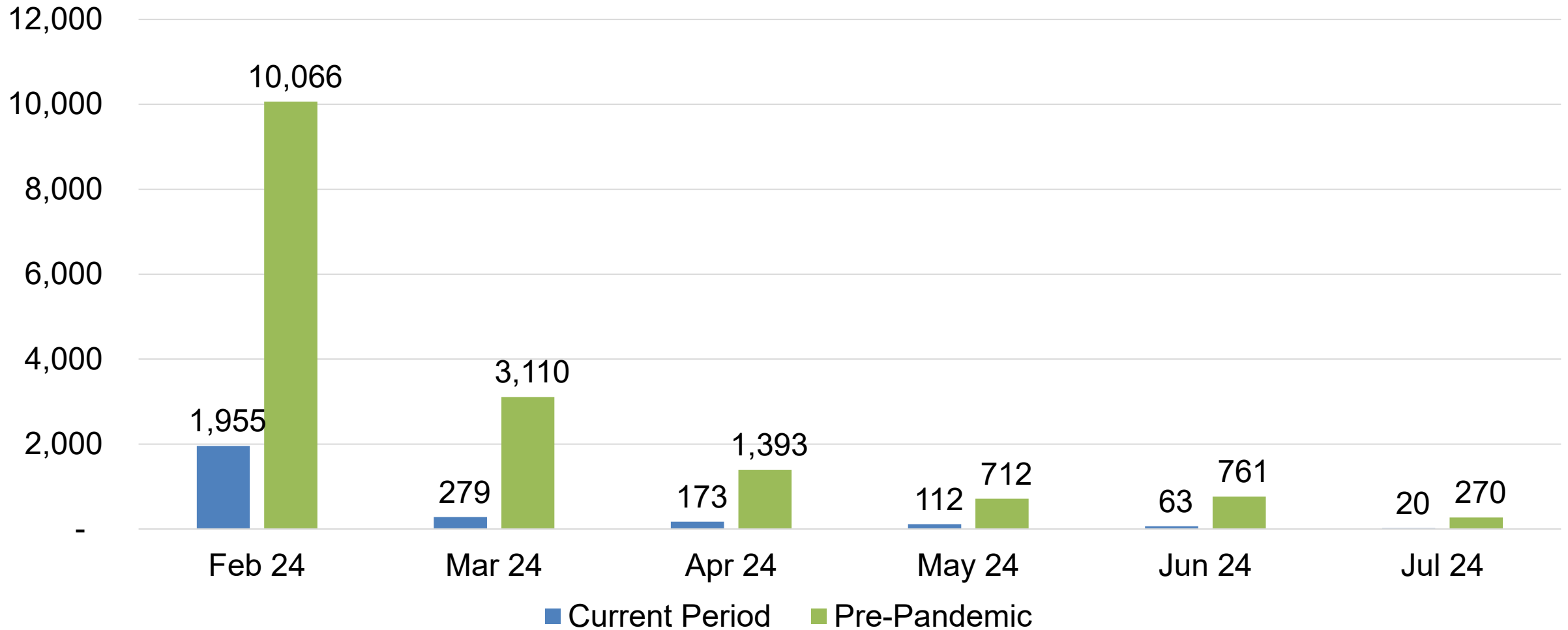


## Current Period



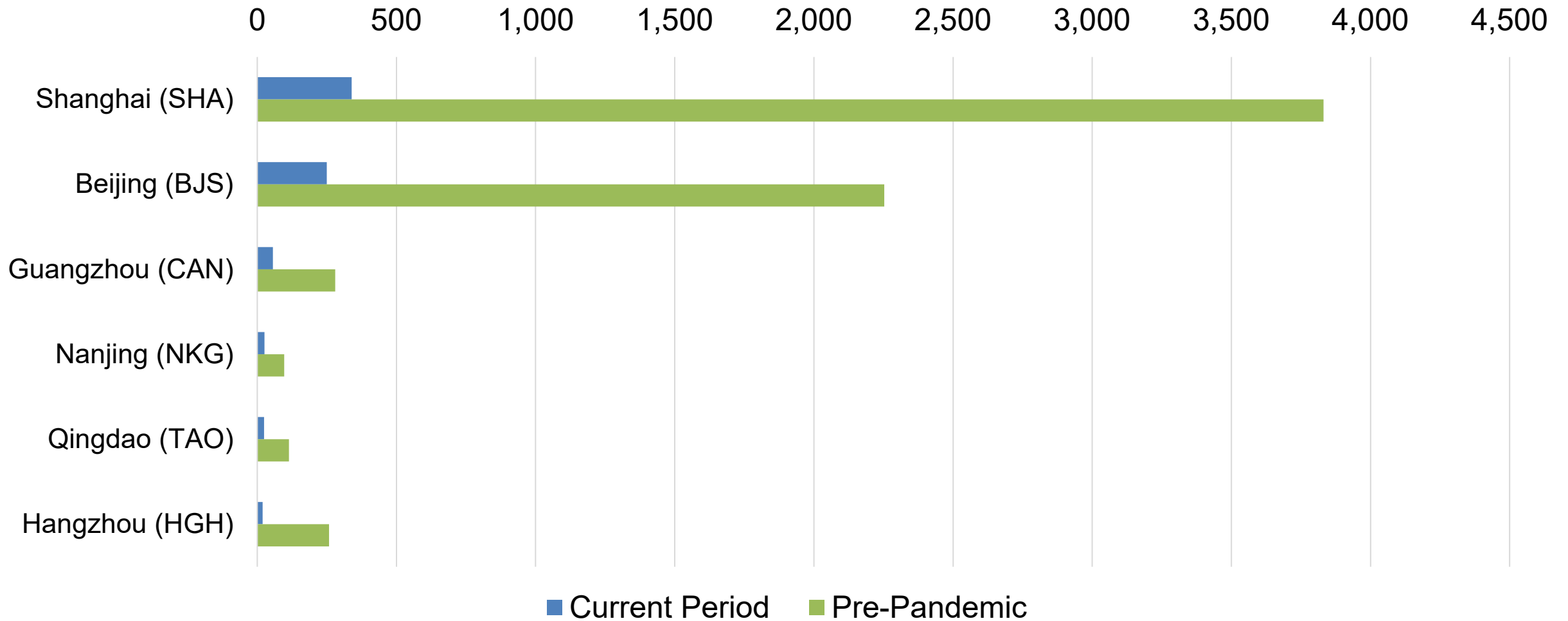
Source: ARC/ForwardKeys Destination Gateway

# Six Month Outlook: China



Source: ARC/ForwardKeys Destination Gateway

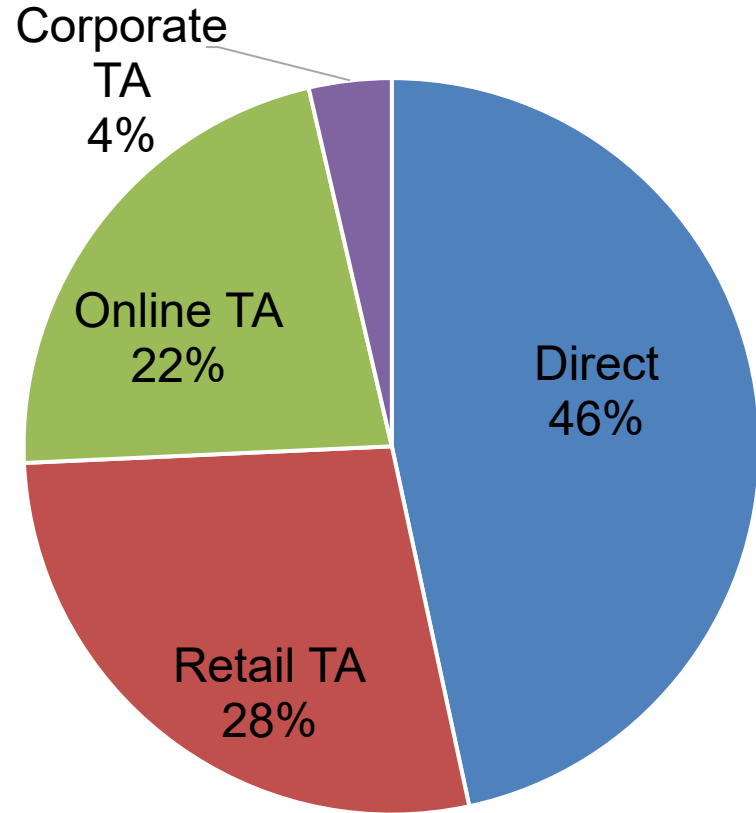
# Trip Origins: China



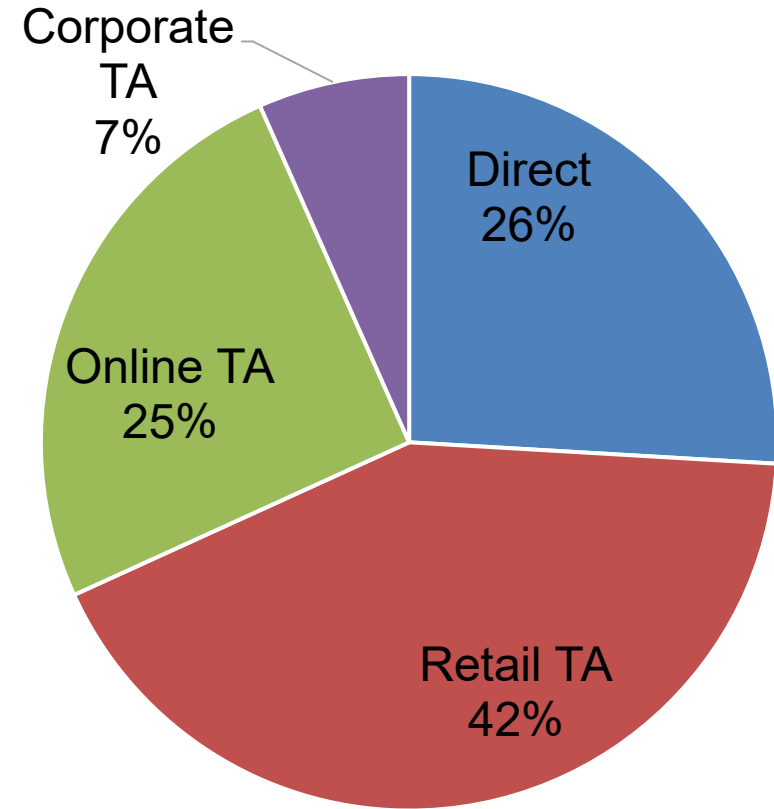
Source: ARC/ForwardKeys Destination Gateway

# Distribution Channel: China

## Pre-Pandemic



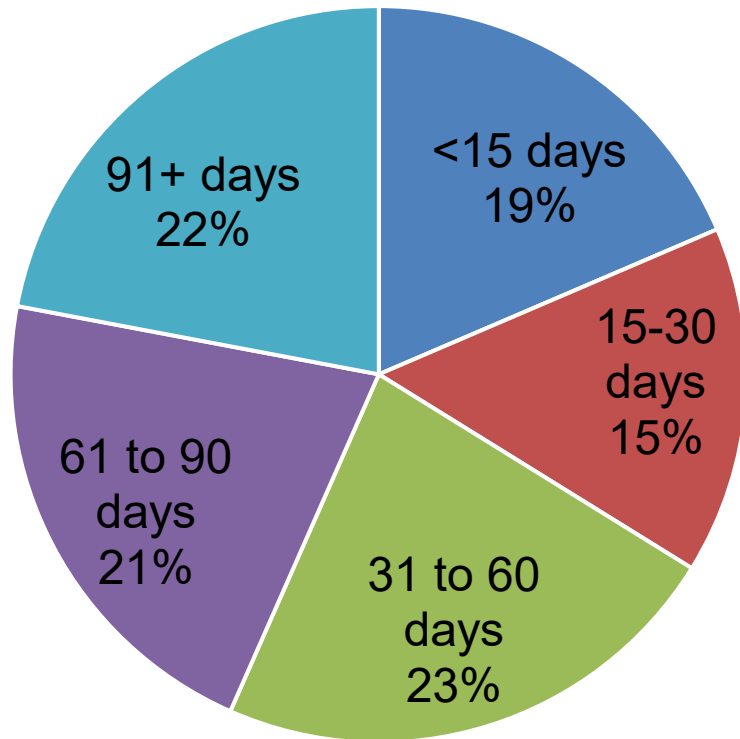
## Current Period



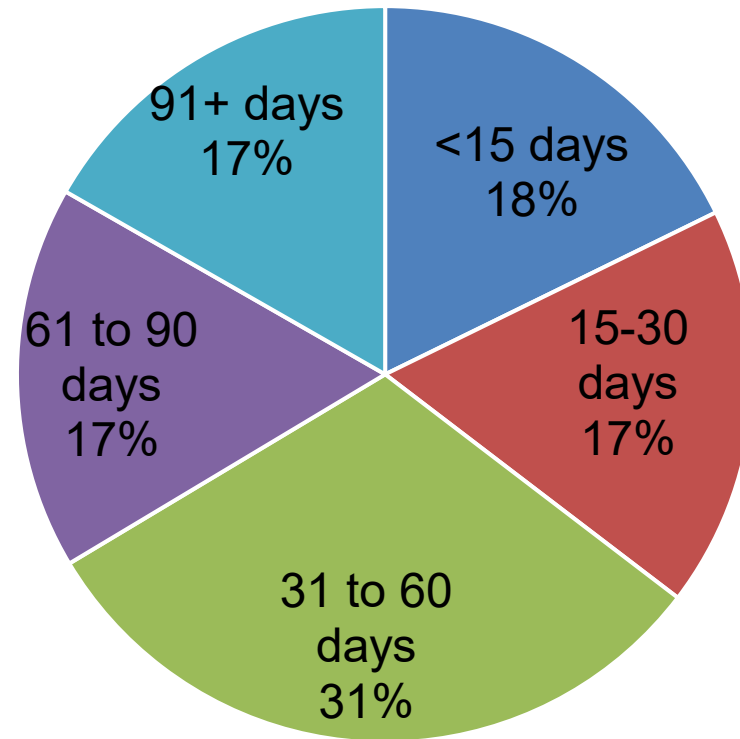
Source: ARC/ForwardKeys Destination Gateway

# Lead Time: China

## Pre-Pandemic



## Current Period



Source: ARC/ForwardKeys Destination Gateway



# MAHALO!

