



U.S. Fact Sheet

United States Overview

The U.S. West and U.S. East are Hawai'i's two largest source markets for visitors. The U.S. West market includes visitors who travel to Hawai'i from the 12 states west of the Rockies, and the U.S. East includes all other states. The Hawai'i Tourism United States (HTUSA) COVID-19 recovery plan continues to focus on welcoming visitors who want to *mālama* (take care of) Hawai'i during their visit, with an emphasis on providing education pre- and post-arrival. HTUSA will promote the Mālama Hawai'i campaign, a partnership with visitor industry partners and volunteer organizations that invites visitors to stay in a regenerative way – to take the time to really know the islands, form a deeper connection with Hawai'i's culture and people, and travel while giving back mindfully. These efforts can also be seen in messaging throughout Hawai'i's airports for how to visit responsibly and respectfully, and even on Social Media platforms and navigation apps, like Waze, for new reservation systems at some of our frequented destinations on-island.

Year-to-date June 2022 Quick Facts^{1/}

| | |
|--------------------------|--|
| Visitor Expenditures: | \$8.04 billion |
| Primary Purpose of Stay: | Pleasure (3,297,554) vs. MCI (142,417) |
| Average Length of Stay: | 9.07 days |
| First Time Visitors: | 27.9% |
| Repeat Visitors: | 72.1% |

U.S. Total

| U.S. TOTAL (by Air) | 2019 | 2020 | 2021P | 2022 Annual Forecast* | YTD June 2022P | YTD June 2021P | % Change YTD |
|------------------------------------|------------|------------|------------|-----------------------|----------------|----------------|--------------|
| Visitor Expenditures (\$ Millions) | 11,636.2 | NA | 12,227.0 | 13,988.8 | 8,035.2 | 4,819.5 | 66.7% |
| Visitor Days | 61,786,807 | 21,998,856 | 61,217,787 | 69,490,874 | 35,245,414 | 26,374,897 | 33.6% |
| Arrivals | 6,871,839 | 1,987,326 | 6,465,360 | 7,666,485 | 3,887,939 | 2,673,818 | 45.4% |
| Average Daily Census | 169,279 | 60,106 | 167,720 | 190,386 | 194,726 | 145,718 | 33.6% |
| Per Person Per Day Spending (\$) | 188.3 | NA | 199.7 | 201.3 | 228.0 | 182.7 | 24.8% |
| Per Person Per Trip Spending (\$) | 1,693.3 | NA | 1,891.1 | 1,824.7 | 2,066.7 | 1,802.5 | 14.7% |
| Length of Stay (days) | 8.99 | 11.07 | 9.47 | 9.06 | 9.07 | 9.86 | -8.1% |

NA= Comparative annual 2020 visitor spending statistics were not available, as the Departure Survey could not be conducted between April to October 2020 due to COVID-19 restrictions.
 *Dept. of Business, Economic Development & Tourism (DBEDT) 2022 annual forecast (Quarter 1, 2022).

^{1/} 2022 and 2021 visitor data are preliminary. 2020 and 2019 visitor data are the final numbers and reflect updated airfare statistics from DIIO Mi Airline database, data from the National Travel and Tourism Office, and final passenger counts from Airline Traffic Summary reports.

U.S. West

| U.S. WEST MMA (by Air) | 2019 | 2020 | 2021P | 2021 Annual Forecast ^{1/} | YTD June 2022P | YTD June 2021P | % Change YTD |
|------------------------------------|------------|------------|------------|------------------------------------|----------------|----------------|--------------|
| Visitor Expenditures (\$ Millions) | 6,952.0 | NA | 7,933.3 | 8,781.5 | 4,926.1 | 3,187.7 | 54.5% |
| Visitor Days | 39,752,689 | 13,921,800 | 40,904,390 | 45,239,109 | 22,627,624 | 17,827,133 | 26.9% |
| Arrivals | 4,595,319 | 1,311,176 | 4,474,027 | 5,183,426 | 2,623,235 | 1,865,897 | 40.6% |
| Average Daily Census | 108,911 | 38,038 | 112,067 | 123,943 | 125,014 | 98,492 | 26.9% |
| Per Person Per Day Spending (\$) | 174.9 | NA | 193.9 | 194.1 | 217.7 | 178.8 | 21.7% |
| Per Person Per Trip Spending (\$) | 1,512.8 | NA | 1,773.2 | 1,694.1 | 1,877.9 | 1,708.4 | 9.9% |
| Length of Stay (days) | 8.65 | 10.62 | 9.14 | 8.73 | 8.63 | 9.55 | -9.7% |

NA= Comparative annual 2020 visitor spending statistics were not available, as the Departure Survey could not be conducted between April to October 2020 due to COVID-19 restrictions.
^{1/}Dept. of Business, Economic Development & Tourism (DBEDT) 2022 annual forecast (Quarter 1, 2022).

U.S. East

| U.S. EAST MMA (by Air) | 2019 | 2020 | 2021P | 2021 Annual Forecast ^{1/} | YTD June 2022P | YTD June 2021P | % Change YTD |
|------------------------------------|------------|-----------|------------|------------------------------------|----------------|----------------|--------------|
| Visitor Expenditures (\$ Millions) | 4,684.2 | NA | 4,293.7 | 5,207.4 | 3,109.1 | 1,631.7 | 90.5% |
| Visitor Days | 22,034,119 | 8,077,056 | 20,313,397 | 24,251,765 | 12,617,790 | 8,547,763 | 47.6% |
| Arrivals | 2,276,520 | 676,150 | 1,991,333 | 2,483,059 | 1,264,704 | 807,922 | 56.5% |
| Average Daily Census | 60,367 | 22,068 | 55,653 | 66,443 | 69,712 | 47,225 | 47.6% |
| Per Person Per Day Spending (\$) | 212.6 | NA | 211.4 | 214.7 | 246.4 | 190.9 | 29.1% |
| Per Person Per Trip Spending (\$) | 2,057.6 | NA | 2,156.2 | 2,097.2 | 2,458.4 | 2,019.6 | 21.7% |
| Length of Stay (days) | 9.68 | 11.95 | 10.20 | 9.77 | 9.98 | 10.58 | -5.7% |

NA= Comparative annual 2020 visitor spending statistics were not available, as the Departure Survey could not be conducted between April to October 2020 due to COVID-19 restrictions.
^{1/}Dept. of Business, Economic Development & Tourism (DBEDT) 2022 annual forecast (Quarter 1, 2022).

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Market Summary

Prior to the global COVID-19 pandemic, Hawai'i achieved record-level visitor expenditures and arrivals in 2019 through February 2020. On March 26, 2020, the state implemented mandatory quarantine and travel restrictions. Subsequently, nearly all trans-Pacific and interisland flights were canceled, cruise ship activities were suspended and tourism to the islands all but shut down. In October 2020, the state initiated the Safe Travels program, which allowed travelers to bypass quarantine if they had a valid negative COVID test. Through March 25, 2022, domestic passengers could bypass the state's mandatory self-quarantine if they were vaccinated or had a negative COVID pre-travel test. The Safe Travels Program ended on March 26, 2022. In June 2022, passengers arriving on direct international flights through June 11 were subjected to federal U.S. entry requirements which included proof of an up-to-date vaccination document and negative COVID-19 test result taken within one day of travel, or documentation of having recovered from COVID-19 in the past 90 days, prior to their flight. This requirement was lifted on June 12, 2022. There were no travel restrictions for passengers arriving to Hawai'i on domestic direct flights from the U.S. Mainland.

U.S. West

- Through the first half of 2022 there were 2,623,235 visitors from the U.S. West compared to 2,258,313 visitors (+16.2%) in the first half of 2019.
- U.S. West visitors spent \$4.93 billion in the first half of 2022 compared to \$3.44 billion (+43.3%) in the first half of 2019.
- There were 25,259 scheduled flights with 5,013,883 seats in the first half of 2022, compared to 20,830 flights with 4,177,896 seats in the first half of 2019.
- For all of 2021, there were 4,474,027 visitors from the U.S. West compared to 1,311,176 visitors (+241.2%) in 2020, and 4,595,319 visitors (-2.6%) in 2019.
- Total visitor spending in 2021 was \$7.93 billion, an increase of 14.1 percent from \$6.95 billion in 2019. Comparative annual 2020 spending data was not available.
- In 2021, there were 45,246 scheduled flights with 8,989,207 seats from the U.S. West. In comparison, there were 18,601 flights with 3,772,048 seats in 2020, and 42,760 flights with 8,564,295 seats in 2019.

U.S. East

- Through the first half of 2022, 1,264,704 visitors arrived from the U.S. East, compared to 1,186,360 visitors (+6.6%) in the first half of 2019.
- U.S. East visitors spent \$3.11 billion in the first half of 2022 compared to \$2.41 billion (+29%) in the first half of 2019.
- There were 2,266 scheduled flights with 624,265 seats in the first half of 2022, compared to 2,071 flights with 596,457 seats in the first half of 2019.
- In 2021, there were 1,991,333 visitors from the U.S. East compared to 676,150 visitors (+194.5%) in 2020, and 2,276,520 visitors (-12.5%) in 2019.
- Total visitor spending in 2021 was \$4.29 billion, a decrease of 8.3 percent from \$4.68 billion in 2019.

- In 2021, there were 4,696 scheduled flights with 1,249,514 seats from the U.S. East. In comparison, there were 1,775 flights with 487,874 seats in 2020, and 4,129 flights with 1,182,495 seats in 2019.

Market Conditions

- According to the latest Destination Analysts tracking study of American travelers, the number of Americans traveling may start to retreat. The percent of American travelers who expect to take at least one leisure trip in the next 12 months has dropped nearly eight points since February 2022—from 93.3 percent to 85.8 percent now—and those with trip plans has dropped -3 points to 82.3 percent in the same period. However, Americans still appear to be holding on to their Fall travel plans—with 25 percent of American travelers reporting trip plans in September 2022, and 20.7 percent reporting trip plans in October. Although Americans remain bullish about their future travel planning, their excitement for travel inspiration has dropped slightly from the previous recorded high in April 2022.
- Seamless Experience. One of the biggest consumer trends of the last few years is the rise of omnichannel shopping. Consumers are used to interacting with businesses on multiple devices throughout the buyer’s journey. Whichever device or channel a consumer chooses to use, they expect the experience to be smooth and rewarding. According to PwC, 41 percent of people purchased products using their smartphones at least once per week in 2021. Up from 24 percent in 2019.
- Sustainability. Consumers are increasingly concerned about environmental and ethical sustainability. This consumer trend has accelerated, with 85 percent of people changing their purchase behavior towards more sustainable products and services over the last five years. In a 2020 survey, 77 percent of consumers stated that it was very or moderately important that a brand was sustainable and environmentally responsible. Consumers also preferred brands that support recycling, with 76 percent believing it was very or moderately important.
- The Conference Board Consumer Confidence Index decreased in June 2022, following a decline in May 2022. The Index now stands at 98.7 (1985=100), down from 103.2 in May (now stands at its lowest level since February 2021).
 - The Present Situation Index based on consumers’ assessment of current business and labor market conditions declined to 147.1 from 147.4 last month.
 - The Expectations Index based on consumers’ short-term outlook for income, business and labor market conditions decreased sharply to 66.4 from 73.7 and is at its lowest level since March 2013.
 - “Consumer confidence fell for a second consecutive month in June 2022,” said Lynn Franco, Senior Director of Economic Indicators at The Conference Board. “While the Present Situation Index was relatively unchanged, the Expectations Index continued its recent downward trajectory—falling to its lowest point in nearly a decade. Consumers’ grimmer outlook was driven by increasing concerns about inflation, in particular rising gas and food prices. Expectations have now fallen well below a reading of 80, suggesting weaker growth in the second half of 2022 as well as growing risk of recession by yearend.”

Distribution by Island

U.S. Total

| U.S. TOTAL (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---------------------|-----------|---------|-----------|----------------|----------------|--------------|
| O'ahu | 3,326,507 | 967,359 | 3,140,053 | 1,912,042 | 1,270,987 | 50.4% |
| Maui County | 2,488,629 | 672,005 | 2,236,665 | 1,270,051 | 976,627 | 30.0% |
| Maui | 2,449,124 | 659,185 | 2,201,447 | 1,248,304 | 962,839 | 29.6% |
| Molokai | 42,603 | 12,231 | 24,296 | 17,260 | 9,940 | 73.6% |
| Lāna'i | 59,810 | 14,527 | 45,291 | 27,714 | 17,297 | 60.2% |
| Kauai | 1,135,672 | 280,457 | 784,869 | 591,628 | 240,166 | 146.3% |
| Island of Hawai'i | 1,251,171 | 379,153 | 1,137,813 | 726,801 | 474,631 | 53.1% |

U.S. West

| U.S. WEST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|------------------------|-----------|---------|-----------|----------------|----------------|--------------|
| O'ahu | 2,005,506 | 582,276 | 2,005,091 | 1,205,638 | 811,797 | 48.5% |
| Maui County | 1,641,441 | 438,612 | 1,545,958 | 823,204 | 697,501 | 18.0% |
| Maui | 1,616,213 | 430,261 | 1,522,838 | 809,023 | 688,201 | 17.6% |
| Molokai | 25,823 | 7,423 | 15,779 | 11,134 | 6,570 | 69.5% |
| Lāna'i | 31,672 | 7,968 | 26,188 | 15,567 | 10,497 | 48.3% |
| Kauai | 730,725 | 179,451 | 540,417 | 392,716 | 166,107 | 136.4% |
| Island of Hawai'i | 786,520 | 244,963 | 763,792 | 464,986 | 329,301 | 41.2% |

U.S. East

| U.S. EAST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|------------------------|-----------|---------|-----------|----------------|----------------|--------------|
| O'ahu | 1,321,001 | 385,083 | 1,134,962 | 706,404 | 459,189 | 53.8% |
| Maui County | 847,188 | 233,393 | 690,707 | 446,847 | 279,126 | 60.1% |
| Maui | 832,911 | 228,925 | 678,608 | 439,281 | 274,638 | 59.9% |
| Molokai | 16,780 | 4,808 | 8,517 | 6,126 | 3,371 | 81.8% |
| Lāna'i | 28,138 | 6,559 | 19,103 | 12,147 | 6,800 | 78.6% |
| Kauai | 404,948 | 101,006 | 244,451 | 198,912 | 74,059 | 168.6% |
| Island of Hawai'i | 464,651 | 134,191 | 374,021 | 261,815 | 145,329 | 80.2% |

Airlift: Scheduled Seats and Flights

| Scheduled seats | 2022 | | | | | 2021 | | | | | %CHANGE | | | | |
|-----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------|-------------|-------------|-------------|-------------|
| | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual |
| US WEST | 2,468,737 | 2,554,251 | 2,565,873 | 2,386,254 | 9,975,115 | 1,509,348 | 2,163,031 | 2,773,109 | 2,543,719 | 8,989,207 | 63.6 | 18.1 | -7.5 | -6.2 | 11.0 |
| Anchorage | 29,271 | 10,815 | 0 | 8,586 | 48,672 | 19,716 | 13,833 | 11,702 | 24,980 | 70,231 | 48.5 | -21.8 | -100.0 | -65.6 | -30.7 |
| Denver | 94,617 | 81,399 | 93,197 | 104,351 | 373,564 | 52,767 | 95,755 | 119,828 | 101,625 | 369,975 | 79.3 | -15.0 | -22.2 | 2.7 | 1.0 |
| Las Vegas | 147,663 | 144,026 | 171,124 | 147,396 | 610,209 | 42,256 | 57,249 | 134,376 | 130,246 | 364,127 | 249.4 | 151.6 | 27.3 | 13.2 | 67.6 |
| Long Beach | 65,331 | 65,681 | 62,601 | 50,876 | 244,489 | 24,766 | 64,470 | 77,273 | 63,364 | 229,873 | 163.8 | 1.9 | -19.0 | -19.7 | 6.4 |
| Los Angeles | 668,218 | 701,930 | 718,139 | 643,537 | 2,731,824 | 371,317 | 594,918 | 803,612 | 710,296 | 2,480,143 | 80.0 | 18.0 | -10.6 | -9.4 | 10.1 |
| Oakland | 154,952 | 160,601 | 156,135 | 148,764 | 620,452 | 109,650 | 129,029 | 157,514 | 144,165 | 540,358 | 41.3 | 24.5 | -0.9 | 3.2 | 14.8 |
| Ontario | 16,821 | 17,199 | 17,388 | 17,388 | 68,796 | 2,079 | 13,986 | 17,388 | 17,199 | 50,652 | 709.1 | 23.0 | 0.0 | 1.1 | 35.8 |
| Phoenix | 173,150 | 163,155 | 152,248 | 164,290 | 652,843 | 90,147 | 144,673 | 172,296 | 171,235 | 578,351 | 92.1 | 12.8 | -11.6 | -4.1 | 12.9 |
| Portland | 92,407 | 92,572 | 70,968 | 79,893 | 335,840 | 71,639 | 85,864 | 78,517 | 84,853 | 320,873 | 29.0 | 7.8 | -9.6 | -5.8 | 4.7 |
| Sacramento | 78,066 | 88,289 | 73,251 | 52,276 | 291,882 | 61,405 | 64,339 | 73,269 | 72,326 | 271,339 | 27.1 | 37.2 | 0.0 | -27.7 | 7.6 |
| Salt Lake City | 45,969 | 29,047 | 22,621 | 24,182 | 121,819 | 38,908 | 44,565 | 33,431 | 27,259 | 144,163 | 18.1 | -34.8 | -32.3 | -11.3 | -15.5 |
| San Diego | 156,957 | 154,534 | 133,752 | 131,253 | 576,496 | 73,957 | 116,653 | 188,167 | 167,044 | 545,821 | 112.2 | 32.5 | -28.9 | -21.4 | 5.6 |
| San Francisco | 310,947 | 364,498 | 402,654 | 342,735 | 1,420,834 | 205,670 | 282,002 | 382,039 | 340,793 | 1,210,504 | 51.2 | 29.3 | 5.4 | 0.6 | 17.4 |
| San Jose | 132,756 | 177,639 | 188,800 | 176,334 | 675,529 | 126,936 | 150,880 | 185,192 | 164,354 | 627,362 | 4.6 | 17.7 | 1.9 | 7.3 | 7.7 |
| Santa Ana | 11,088 | 11,466 | 8,820 | 3,528 | 34,902 | 0 | 6,930 | 11,592 | 11,214 | 29,736 | NA | 65.5 | -23.9 | -68.5 | 17.4 |
| Seattle | 290,524 | 291,400 | 294,175 | 290,865 | 1,166,964 | 218,135 | 297,885 | 326,913 | 312,766 | 1,155,699 | 33.2 | -2.2 | -10.0 | -7.0 | 1.0 |

Source: HTA/DBEDT analysis based on scheduled Seats from Diio Mi flight schedules as of June 24, 2022 subject to change.

| Scheduled flights | 2022 | | | | | 2021 | | | | | %CHANGE | | | | |
|-------------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|-------------|-------------|-------------|-------------|-------------|
| | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual |
| US WEST | 12,375 | 12,929 | 12,764 | 11,865 | 49,933 | 7,586 | 10,980 | 13,925 | 12,755 | 45,246 | 63.1 | 17.8 | -8.3 | -7.0 | 10.4 |
| Anchorage | 178 | 63 | 0 | 54 | 295 | 124 | 87 | 73 | 154 | 438 | 43.5 | -27.6 | -100.0 | -64.9 | -32.6 |
| Denver | 444 | 360 | 368 | 419 | 1,591 | 232 | 429 | 512 | 461 | 1,634 | 91.4 | -16.1 | -28.1 | -9.1 | -2.6 |
| Las Vegas | 696 | 678 | 831 | 696 | 2,901 | 152 | 230 | 624 | 595 | 1,601 | 357.9 | 194.8 | 33.2 | 17.0 | 81.2 |
| Long Beach | 359 | 361 | 343 | 276 | 1,339 | 134 | 354 | 427 | 348 | 1,263 | 167.9 | 2.0 | -19.7 | -20.7 | 6.0 |
| Los Angeles | 3,227 | 3,432 | 3,472 | 3,074 | 13,205 | 1,752 | 2,889 | 3,894 | 3,432 | 11,967 | 84.2 | 18.8 | -10.8 | -10.4 | 10.3 |
| Oakland | 864 | 895 | 867 | 828 | 3,454 | 613 | 718 | 878 | 803 | 3,012 | 40.9 | 24.7 | -1.3 | 3.1 | 14.7 |
| Ontario | 89 | 91 | 92 | 92 | 364 | 11 | 74 | 92 | 91 | 268 | 709.1 | 23.0 | 0.0 | 1.1 | 35.8 |
| Phoenix | 837 | 819 | 758 | 804 | 3,218 | 418 | 681 | 835 | 830 | 2,764 | 100.2 | 20.3 | -9.2 | -3.1 | 16.4 |
| Portland | 506 | 482 | 374 | 457 | 1,819 | 412 | 494 | 446 | 487 | 1,839 | 22.8 | -2.4 | -16.1 | -6.2 | -1.1 |
| Sacramento | 386 | 429 | 353 | 284 | 1,452 | 336 | 340 | 358 | 354 | 1,388 | 14.9 | 26.2 | -1.4 | -19.8 | 4.6 |
| Salt Lake City | 159 | 124 | 92 | 107 | 482 | 157 | 174 | 141 | 103 | 575 | 1.3 | -28.7 | -34.8 | 3.9 | -16.2 |
| San Diego | 860 | 850 | 736 | 702 | 3,148 | 411 | 654 | 1,051 | 921 | 3,037 | 109.2 | 30.0 | -30.0 | -23.8 | 3.7 |
| San Francisco | 1,446 | 1,719 | 1,789 | 1,491 | 6,445 | 934 | 1,338 | 1,712 | 1,511 | 5,495 | 54.8 | 28.5 | 4.5 | -1.3 | 17.3 |
| San Jose | 753 | 1,019 | 1,079 | 1,012 | 3,863 | 729 | 874 | 1,065 | 947 | 3,615 | 3.3 | 16.6 | 1.3 | 6.9 | 6.9 |
| Santa Ana | 88 | 91 | 70 | 28 | 277 | 0 | 55 | 92 | 89 | 236 | NA | 65.5 | -23.9 | -68.5 | 17.4 |
| Seattle | 1,483 | 1,516 | 1,540 | 1,541 | 6,080 | 1,171 | 1,589 | 1,725 | 1,629 | 6,114 | 26.6 | -4.6 | -10.7 | -5.4 | -0.6 |

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

| Scheduled seats | 2022 | | | | | 2021 | | | | | %CHANGE | | | | |
|-----------------|----------------|----------------|----------------|----------------|------------------|----------------|----------------|----------------|----------------|------------------|-------------|-------------|--------------|------------|------------|
| | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual |
| US EAST | 324,177 | 301,605 | 323,856 | 347,491 | 1,297,129 | 200,235 | 311,750 | 400,887 | 336,642 | 1,249,514 | 61.9 | -3.3 | -19.2 | 3.2 | 3.8 |
| Atlanta | 25,281 | 23,253 | 23,323 | 37,252 | 109,109 | 15,886 | 22,203 | 26,663 | 23,861 | 88,613 | 59.1 | 4.7 | -12.5 | 56.1 | 23.1 |
| Austin | 11,120 | 10,842 | 10,564 | 10,842 | 43,368 | 0 | 6,672 | 9,452 | 8,062 | 24,186 | NA | 62.5 | 11.8 | 34.5 | 79.3 |
| Boston | 14,456 | 14,734 | 14,456 | 14,734 | 58,380 | 6,950 | 9,730 | 16,680 | 16,680 | 50,040 | 108.0 | 51.4 | -13.3 | -11.7 | 16.7 |
| Charlotte | 546 | 0 | 0 | 0 | 546 | 0 | 12,831 | 25,116 | 23,751 | 61,698 | NA | -100.0 | -100.0 | -100.0 | -99.1 |
| Chicago | 51,047 | 56,368 | 54,740 | 53,445 | 215,600 | 37,735 | 63,428 | 82,441 | 46,671 | 230,275 | 35.3 | -11.1 | -33.6 | 14.5 | -6.4 |
| Dallas | 98,625 | 92,994 | 89,280 | 96,327 | 377,226 | 97,135 | 102,464 | 119,682 | 118,196 | 437,477 | 1.5 | -9.2 | -25.4 | -18.5 | -13.8 |
| Detroit | | | | 12,306 | 12,306 | | | | | 0 | NA | NA | NA | NA | NA |
| Houston | 24,564 | 26,670 | 32,256 | 33,488 | 116,978 | 15,194 | 21,210 | 24,840 | 24,840 | 86,084 | 61.7 | 25.7 | 29.9 | 34.8 | 35.9 |
| Minneapolis | 26,370 | 17,527 | 17,579 | 17,402 | 78,878 | 13,994 | 21,199 | 14,943 | 10,255 | 60,391 | 88.4 | -17.3 | 17.6 | 69.7 | 30.6 |
| New York JFK | 24,464 | 25,298 | 25,576 | 28,966 | 104,304 | 10,008 | 18,348 | 24,186 | 23,630 | 76,172 | 144.4 | 37.9 | 5.7 | 22.6 | 36.9 |
| Newark | 27,038 | 17,521 | 29,880 | 25,167 | 99,606 | 1,665 | 15,953 | 29,950 | 25,754 | 73,322 | 1523.9 | 9.8 | -0.2 | -2.3 | 35.8 |
| Orlando | 11,120 | 10,842 | 10,842 | 10,842 | 43,646 | 1,668 | 8,340 | 9,174 | 8,618 | 27,800 | 566.7 | 30.0 | 18.2 | 25.8 | 57.0 |
| Washington D.C. | 9,546 | 5,556 | 15,360 | 6,720 | 37,182 | 0 | 9,372 | 17,760 | 6,324 | 33,456 | NA | -40.7 | -13.5 | 6.3 | 11.1 |

Source: DBEDT analysis based on scheduled Seats from Diio Mi flight schedules as of June 24, 2022 subject to change.

| Scheduled flights | 2022 | | | | | 2021 | | | | | %CHANGE | | | | |
|-------------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|--------------|--------------|--------------|-------------|--------------|--------------|------------|------------|
| | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual |
| US EAST | 1,193 | 1,078 | 1,174 | 1,274 | 4,719 | 790 | 1,206 | 1,469 | 1,231 | 4,696 | 51.0 | -10.6 | -20.1 | 3.5 | 0.5 |
| Atlanta | 90 | 91 | 92 | 134 | 407 | 67 | 82 | 91 | 82 | 322 | 34.3 | 11.0 | 1.1 | 63.4 | 26.4 |
| Austin | 40 | 39 | 38 | 39 | 156 | 0 | 24 | 34 | 29 | 87 | NA | 62.5 | 11.8 | 34.5 | 79.3 |
| Boston | 52 | 53 | 52 | 53 | 210 | 25 | 35 | 60 | 60 | 180 | 108.0 | 51.4 | -13.3 | -11.7 | 16.7 |
| Charlotte | 2 | 0 | 0 | 0 | 2 | 0 | 47 | 92 | 87 | 226 | NA | -100.0 | -100.0 | -100.0 | -99.1 |
| Chicago | 188 | 177 | 189 | 190 | 744 | 163 | 266 | 287 | 166 | 882 | 15.3 | -33.5 | -34.1 | 14.5 | -15.6 |
| Dallas | 347 | 330 | 320 | 358 | 1,355 | 355 | 372 | 430 | 425 | 1,582 | -2.3 | -11.3 | -25.6 | -15.8 | -14.3 |
| Detroit | | | | 42 | 42 | | | | 0 | 0 | NA | NA | NA | NA | NA |
| Houston | 89 | 91 | 92 | 92 | 364 | 71 | 91 | 90 | 90 | 342 | 25.4 | 0.0 | 2.2 | 2.2 | 6.4 |
| Minneapolis | 90 | 67 | 68 | 77 | 302 | 59 | 78 | 51 | 35 | 223 | 52.5 | -14.1 | 33.3 | 120.0 | 35.4 |
| New York JFK | 88 | 91 | 92 | 107 | 378 | 36 | 66 | 87 | 85 | 274 | 144.4 | 37.9 | 5.7 | 25.9 | 38.0 |
| Newark | 123 | 77 | 128 | 115 | 443 | 8 | 75 | 140 | 114 | 337 | 1437.5 | 2.7 | -8.6 | 0.9 | 31.5 |
| Orlando | 40 | 39 | 39 | 39 | 157 | 6 | 30 | 33 | 31 | 100 | 566.7 | 30.0 | 18.2 | 25.8 | 57.0 |
| Washington D.C. | 44 | 23 | 64 | 28 | 159 | 0 | 40 | 74 | 27 | 141 | NA | -42.5 | -13.5 | 3.7 | 12.8 |

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

Group vs. True Independent; Leisure vs. Business

U.S. Total

| | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---------------------------------|-----------|-----------|-----------|----------------|----------------|--------------|
| U.S. TOTAL (by Air) | | | | | | |
| Group vs True Independent (Net) | | | | | | |
| Group tour | 143,078 | NA | 79,366 | 78,658 | 24,554 | 220.3% |
| True Independent (Net) | 5,674,869 | NA | 5,532,447 | 3,319,085 | 2,325,309 | 42.7% |
| Leisure vs business | | | | | | |
| Pleasure (Net) | 5,720,309 | 1,526,068 | 5,579,859 | 3,297,554 | 2,314,275 | 42.5% |
| MCI (Net) | 293,659 | 93,411 | 92,309 | 142,417 | 25,946 | 448.9% |
| Convention/Conf. | 171,970 | 60,311 | 41,964 | 74,776 | 11,761 | 535.8% |
| Corp. Meetings | 72,478 | 20,111 | 26,975 | 36,104 | 7,757 | 365.4% |
| Incentive | 59,031 | 15,943 | 26,765 | 37,126 | 7,188 | 416.5% |

NA = Visit Status/Travel Method data statistics were not available from May – October 2020 as a result of limited fielding due to COVID-19 restrictions.

U.S. West

| U.S. WEST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---------------------------------|-----------|-----------|-----------|----------------|----------------|--------------|
| Group vs True Independent (Net) | | | | | | |
| Group tour | 67,037 | NA | 43,933 | 38,413 | 14,427 | 166.2% |
| True Independent (Net) | 3,836,896 | NA | 3,855,860 | 2,267,680 | 1,634,372 | 38.7% |
| Leisure vs business | | | | | | |
| Pleasure (Net) | 3,885,753 | 1,022,954 | 3,904,723 | 2,255,982 | 1,634,957 | 38.0% |
| MCI (Net) | 154,692 | 47,904 | 52,974 | 72,252 | 15,653 | 361.6% |
| Convention/Conf. | 91,100 | 29,902 | 25,550 | 39,229 | 7,073 | 454.6% |
| Corp. Meetings | 42,499 | 11,246 | 16,183 | 19,102 | 4,999 | 282.1% |
| Incentive | 25,831 | 8,146 | 12,960 | 16,309 | 3,986 | 309.1% |

NA = Visit Status/Travel Method data statistics were not available from May – October 2020 as a result of limited fielding due to COVID-19 restrictions.

U.S. East

| U.S. EAST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---------------------------------|-----------|---------|-----------|----------------|----------------|--------------|
| Group vs True Independent (Net) | | | | | | |
| Group tour | 76,041 | NA | 35,432 | 40,245 | 10,127 | 297.4% |
| True Independent (Net) | 1,837,972 | NA | 1,676,586 | 1,051,404 | 690,937 | 52.2% |
| Leisure vs business | | | | | | |
| Pleasure (Net) | 1,834,556 | 503,113 | 1,675,136 | 1,041,571 | 679,318 | 53.3% |
| MCI (Net) | 138,967 | 45,507 | 39,335 | 70,165 | 10,293 | 581.7% |
| Convention/Conf. | 80,869 | 30,409 | 16,414 | 35,547 | 4,688 | 658.3% |
| Corp. Meetings | 29,980 | 8,866 | 10,792 | 17,003 | 2,758 | 516.4% |
| Incentive | 33,199 | 7,797 | 13,804 | 20,816 | 3,202 | 550.2% |

NA = Visit Status/Travel Method data statistics were not available from May – October 2020 as a result of limited fielding due to COVID-19 restrictions.

First Timers vs. Repeat Visitors

U.S. Total

| U.S. TOTAL (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---------------------|------|------|-------|----------------|----------------|--------------|
| 1st timers (%) | 26.7 | NA | 29.1 | 27.9 | 28.6 | -0.7 |
| Repeaters (%) | 73.3 | NA | 70.9 | 72.1 | 71.4 | 0.7 |

U.S. West

| U.S. WEST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|------------------------|------|------|-------|----------------|----------------|--------------|
| 1st timers (%) | 19.4 | NA | 21.5 | 20.8 | 20.8 | 0.0 |
| Repeaters (%) | 80.6 | NA | 78.5 | 79.2 | 79.2 | 0.0 |

U.S. East

| U.S. EAST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|------------------------|------|------|-------|----------------|----------------|--------------|
| 1st timers (%) | 41.5 | NA | 46.3 | 42.8 | 46.6 | -3.9 |
| Repeaters (%) | 58.5 | NA | 53.7 | 57.2 | 53.4 | 3.9 |

NA = Visit Status/Travel Method data statistics were not available from May – October 2020 as a result of limited fielding due to COVID-19 restrictions.

Tax Revenue

U.S. Total

| U.S. TOTAL (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---|----------|------|----------|----------------|----------------|--------------|
| State tax revenue generated (\$ Millions) ^{2/} | 1,358.25 | NA | 1,427.20 | 932.08 | 562.55 | 65.7% |

^{2/}State government tax revenue generated (direct, indirect, and induced).

U.S. West

| U.S. WEST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---|--------|------|--------|----------------|----------------|--------------|
| State tax revenue generated (\$ Millions) ^{2/} | 811.48 | NA | 926.02 | 571.43 | 372.09 | 53.6% |

^{2/}State government tax revenue generated (direct, indirect, and induced).

U.S. East

| U.S. EAST MMA (by Air) | 2019 | 2020 | 2021P | YTD June 2022P | YTD June 2021P | % Change YTD |
|---|--------|------|--------|----------------|----------------|--------------|
| State tax revenue generated (\$ Millions) ^{2/} | 546.77 | NA | 501.18 | 360.65 | 190.46 | 89.4% |

^{2/}State government tax revenue generated (direct, indirect, and induced).