

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 September 2022 Quick Facts^{1/}

Visitor Expenditures: \$12.23 billion

Primary Purpose of Stay: Pleasure (5,034,102) vs. MCI (193,422)

Average Length of Stay: 9.00 days First Time Visitors: 28.5% Repeat Visitors: 71.5%

U.S. Total

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U.S. TOTAL (by Air)	2019	2020	2021	2022 Annual Forecast*	YTD Sep. 2022P	YTD Sep. 2021	% Change YTD
Visitor Expenditures (\$ Millions)	11,636.2	NA	12,317.9	16,236.3	12,227.4	8,666.2	41.1%
Visitor Days	61,786,807	21,998,856	61,249,728	71,234,186	53,253,954	44,801,799	18.9%
Arrivals	6,871,839	1,987,326	6,468,899	7,850,503	5,915,588	4,704,273	25.7%
Average Daily Census	169,279	60,106	167,807	195,162	195,069	164,109	18.9%
Per Person Per Day Spending (\$)	188.3	NA	201.1	227.9	229.6	193.4	18.7%
Per Person Per Trip Spending (\$)	1,693.3	NA	1,904.2	2,068.2	2,067.0	1,842.2	12.2%
Length of Stay (days)	8.99	11.07	9.47	9.07	9.00	9.52	-5.5%

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 3, 2022).

^{1/ 2022} visitor data are preliminary. 2021, 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

				2022 Annual	YTD Sep.	YTD Sep.	% Change
U.S. WEST MMA (by Air)	2019	2020	2021	Forecast*	2022P	2021	YTD
Visitor Expenditures (\$ Millions)	6,952.0	NA	7,994.4	9,946.1	7,544.4	5,641.6	33.7%
Visitor Days	39,752,689	13,921,800	40,900,008	45,934,614	34,411,273	29,915,370	15.0%
Arrivals	4,595,319	1,311,176	4,473,588	5,312,878	4,013,518	3,251,689	23.4%
Average Daily Census	108,911	38,038	112,055	125,848	126,049	109,580	15.0%
Per Person Per Day Spending (\$)	174.9	NA	195.5	216.5	219.2	188.6	16.3%
Per Person Per Trip Spending (\$)	1,512.8	NA	1,787.0	1,872.1	1,879.8	1,735.0	8.3%
Length of Stay (days)	8.65	10.62	9.14	8.65	8.57	9.20	-6.8%

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 3, 2022).

U.S. East

				2022 Annual	YTD Sep.	YTD Sep.	% Change
U.S. EAST MMA (by Air)	2019	2020	2021	Forecast*	2022P	2021	YTD
Visitor Expenditures (\$ Millions)	4,684.2	NA	4,323.5	6,290.2	4,682.9	3,024.6	54.8%
Visitor Days	22,034,119	8,077,056	20,349,720	25,299,572	18,842,681	14,886,429	26.6%
Arrivals	2,276,520	676,150	1,995,311	2,537,626	1,902,070	1,452,584	30.9%
Average Daily Census	60,367	22,068	55,753	69,314	69,021	54,529	26.6%
Per Person Per Day Spending (\$)	212.6	NA	212.5	248.6	248.5	203.2	22.3%
Per Person Per Trip Spending (\$)	2,057.6	NA	2,166.8	2,478.8	2,462.0	2,082.2	18.2%
Length of Stay (days)	9.68	11.95	10.20	9.97	9.91	10.25	-3.3%

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 3, 2022).

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Market Summary

Prior to the 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 September 2022, there were no travel restrictions for passengers arriving to Hawai'i on domestic direct flights from the U.S. Mainland, or for passengers arriving on direct international flights.

U.S. West

- Through the first nine months of 2022 there were 4,013,518 visitors from the U.S. West compared to 3,447,548 visitors (+16.4%) in the first nine months of 2019.
- U.S. West visitors spent \$7.54 billion in the first nine months of 2022 compared to \$5.15 billion (+46.4%) in the first nine months of 2019.
- There were 37,739 scheduled flights with 7,525,748 seats in the first nine months of 2022, compared to 31,974 flights with 6,413,400 seats in the first nine months of 2019.
- For all of 2021, there were 4,473,588 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 \$7.99 billion, an increase of 15.0 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 nine months of 2022, 1,902,070 visitors arrived from the U.S. East, compared to 1,762,702 visitors (+7.9%) in the first nine months of 2019.
- U.S. East visitors spent \$4.68 billion in the first nine months of 2022 compared to \$3.59 billion (+30.5%) in the first nine months of 2019.
- There were 3,393 scheduled flights with 936,941 seats in the first nine months of 2022, compared to 3,179 flights with 909,856 seats in the first nine months of 2019.
- In 2021, there were 1,995,311 visitors from the U.S. East compared to 676,150 visitors (+195.1%) in 2020, and 2,276,520 visitors (-12.4%) in 2019.
- Total visitor spending in 2021 was \$4.32 billion, a decrease of 7.7 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

- The Conference Board Consumer Confidence Index increased in September 2022 for the second consecutive month, supported in particular by jobs, wages, and declining gas prices. The Index now stands at 108.0 (1985=100), up from 103.6 in August.
- The Present Situation Index based on consumers' assessment of current business and labor market conditions improved to 149.6 in September 2022 from 145.3 last month. This index rose again, after declining from April through July 2022.
- The Expectations Index based on consumers' short-term outlook for income, business and labor market conditions increased to 80.3 in September 2022 from 75.8. This index also improved from summer lows, but recession risks nonetheless persist. Concerns about inflation dissipated further in September—prompted largely by declining prices at the gas pump—and are now at their lowest level since the start of the year.
- According to the latest Longwoods International tracking study of American travelers, as the
 pandemic recedes, two thirds of these travelers are focused on finding a balance between their
 work world and their non-work life. More than half of them are less likely to do work on their
 leisure trips than they did during the pandemic. The decline in both COVID-19 cases and gas
 prices have reduced the impact of both factors in travel planning. Only 17 percent of travelers
 say coronavirus will greatly impact their travel decisions in the next six months, the lowest level
 since March of 2020. About 23 percent say that gas prices will greatly impact their travel in the
 next six months, down from 43 percent in July 2022.
- HTA Airline Seat Capacity Outlook for October 2022—December 2022 was updated on October 25th. The forecast for domestic scheduled nonstop air seats to Hawai'i during this period will decrease -7.2 percent compared to the same period in 2021. This projection is based on flights appearing in Diio Mi. The constant fluidity of seats and flights will continue as Hawai'i emerges from the COVID-19 pandemic. A decrease in flights is expected from U.S. West (-8%) as well as from the U.S. East (-1.9%). Schedules are continuously monitored, and the forecast adjusted accordingly.

Distribution by Island

U.S. Total

				YTD Sep.	YTD Sep.	% Change
U.S. TOTAL (by Air)	2019	2020	2021	2022P	2021	YTD
O'ahu	3,326,507	967,359	3,142,030	2,917,203	2,289,919	27.4%
Maui County	2,488,629	672,005	2,239,395	1,958,049	1,656,415	18.2%
Maui	2,449,124	659,185	2,204,165	1,926,574	1,631,795	18.1%
Moloka'i	42,603	12,231	24,316	26,167	17,094	53.1%
Lāna'i	59,810	14,527	45,369	42,237	32,350	30.6%
Kaua'i	1,135,672	280,457	785,082	913,511	524,787	74.1%
Island of Hawai'i	1,251,171	379,153	1,137,156	1,095,533	812,733	34.8%

U.S. West

				YTD Sep.	YTD Sep.	% Change	l
U.S. WEST MMA (by Air)	2019	2020	2021	2022P	2021	YTD	l
O'ahu	2,005,506	582,276	2,005,024	1,841,795	1,458,032	26.3%	l
Maui County	1,641,441	438,612	1,546,151	1,279,677	1,150,433	11.2%	l
Maui	1,616,213	430,261	1,523,024	1,259,241	1,134,241	11.0%	l
Moloka'i	25,823	7,423	15,779	16,541	10,955	51.0%	l
Lāna'i	31,672	7,968	26,221	23,674	18,842	25.6%	l
Kaua'i	730,725	179,451	540,578	609,769	361,091	68.9%	l
Island of Hawai'i	786,520	244,963	763,139	700,658	545,691	28.4%	l

U.S. East

				YTD Sep.	YTD Sep.	% Change
U.S. EAST MMA (by Air)	2019	2020	2021	2022P	2021	YTD
O'ahu	1,321,001	385,083	1,137,006	1,075,408	831,887	29.3%
Maui County	847,188	233,393	693,244	678,373	505,981	34.1%
Maui	832,911	228,925	681,140	667,333	497,554	34.1%
Moloka'i	16,780	4,808	8,536	9,627	6,138	56.8%
Lāna'i	28,138	6,559	19,148	18,563	13,508	37.4%
Kaua'i	404,948	101,006	244,504	303,742	163,696	85.6%
Island of Hawai'i	464,651	134,191	374,017	394,874	267,042	47.9%

Airlift: Scheduled Seats and Flights

Scheduled			2022					2021					%CHANGE		
seats	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual
US WEST	2,468,737	2,545,146	2,519,703	2,336,844	9,870,430	1,509,348	2,163,031	2,773,109	2,543,719	8,989,207	63.6	17.7	- 9.1	-8.1	9.8
Anchorage	29,271	10,815	0	8,833	48,919	19,716	13,833	11,702	24,980	70,231	48.5	-21.8	-100.0	-64.6	-30.3
Denver	94,617	81,399	92,664	101,920	370,600	52,767	95,755	119,828	101,625	369,975	79.3	-15.0	-22.7	0.3	0.2
Las Vegas	147,663	144,026	170,104	148,230	610,023	42,256	57,249	134,376	130,246	364,127	249.4	151.6	26.6	13.8	67.5
Long Beach	65,331	65,681	61,698	50,876	243,586	24,766	64,470	77,273	63,364	229,873	163.8	1.9	-20.2	-19.7	6.0
Los Angeles	668,218	698,005	701,008	630,317	2,697,548	371,317	594,918	803,612	710,296	2,480,143	80.0	17.3	-12.8	-11.3	8.8
Oakland	154,952	160,601	155,568	148,764	619,885	109,650	129,029	157,514	144,165	540,358	41.3	24.5	-1.2	3.2	14.7
Ontario	16,821	17,199	17,199	17,388	68,607	2,079	13,986	17,388	17,199	50,652	709.1	23.0	-1.1	1.1	35.4
Phoenix	173,150	162,392	151,485	153,045	640,072	90,147	144,673	172,296	171,235	578,351	92.1	12.2	-12.1	-10.6	10.7
Portland	92,407	92,394	72,359	77,647	334,807	71,639	85,864	78,517	84,853	320,873	29.0	7.6	-7.8	-8.5	4.3
Sacramento	78,066	88,011	73,599	57,616	297,292	61,405	64,339	73,269	72,326	271,339	27.1	36.8	0.5	-20.3	9.6
Salt Lake City	45,969	28,848	22,621	25,007	122,445	38,908	44,565	33,431	27,259	144,163	18.1	-35.3	-32.3	-8.3	-15.1
San Diego	156,957	154,184	129,243	126,710	567,094	73,957	116,653	188,167	167,044	545,821	112.2	32.2	-31.3	-24.1	3.9
San Francisco	310,947	362,941	390,776	330,693	1,395,357	205,670	282,002	382,039	340,793	1,210,504	51.2	28.7	2.3	-3.0	15.3
San Jose	132,756	177,480	183,111	166,298	659,645	126,936	150,880	185,192	164,354	627,362	4.6	17.6	-1.1	1.2	5.1
Santa Ana	11,088	11,340	8,820	1,764	33,012	0	6,930	11,592	11,214	29,736	NA	63.6	-23.9	-84.3	11.0
Seattle	290,524	289,830	289,448	291,736	1,161,538	218,135	297,885	326,913	312,766	1,155,699	33.2	-2.7	-11.5	-6.7	0.5

Source: DBEDT analysis based on scheduled Seats from Diio Mi flight schedules as of September 22, 2022 subject to change.

Scheduled			2022					2021					%CHANGE		
flights	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual
US WEST	12,375	12,884	12,520	11,426	49,205	7,586	10,980	13,925	12,755	45,246	63.1	17.3	-10.1	-10.4	8.7
Anchorage	178	63	0	54	295	124	87	73	154	438	43.5	-27.6	-100.0	-64.9	-32.6
Denver	444	360	366	385	1,555	232	429	512	461	1,634	91.4	-16.1	-28.5	-16.5	-4.8
Las Vegas	696	678	826	699	2,899	152	230	624	595	1,601	357.9	194.8	32.4	17.5	81.1
Long Beach	359	361	338	276	1,334	134	354	427	348	1,263	167.9	2.0	-20.8	-20.7	5.6
Los Angeles	3,227	3,412	3,404	2,964	13,007	1,752	2,889	3,894	3,432	11,967	84.2	18.1	-12.6	-13.6	8.7
Oakland	864	895	864	828	3,451	613	718	878	803	3,012	40.9	24.7	-1.6	3.1	14.6
Ontario	89	91	91	92	363	11	74	92	91	268	709.1	23.0	-1.1	1.1	35.4
Phoenix	837	815	754	738	3,144	418	681	835	830	2,764	100.2	19.7	-9.7	-11.1	13.7
Portland	506	481	370	433	1,790	412	494	446	487	1,839	22.8	-2.6	-17.0	-11.1	-2.7
Sacramento	386	428	351	284	1,449	336	340	358	354	1,388	14.9	25.9	-2.0	-19.8	4.4
Salt Lake City	159	123	92	107	481	157	174	141	103	575	1.3	-29.3	-34.8	3.9	-16.3
San Diego	860	848	708	690	3,106	411	654	1,051	921	3,037	109.2	29.7	-32.6	-25.1	2.3
San Francisco	1,446	1,713	1,728	1,396	6,283	934	1,338	1,712	1,511	5,495	54.8	28.0	0.9	-7.6	14.3
San Jose	753	1,018	1,047	949	3,767	729	874	1,065	947	3,615	3.3	16.5	-1.7	0.2	4.2
Santa Ana	88	90	70	14	262	0	55	92	89	236		63.6	-23.9	-84.3	11.0
Seattle	1,483	1,508	1,511	1,517	6,019	1,171	1,589	1,725	1,629	6,114	26.6	-5.1	-12.4	-6.9	-1.6

Source: DBEDT analysis based on scheduled Seats from Diio Mi flight schedules as of September 22, 2022 subject to change.

Scheduled seats			2022					2021					%CHANGE		
Scrieduled Seats	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual
US EAST	324,177	300,088	313,983	330,602	1,268,850	200,235	311,750	400,887	336,642	1,249,514	61.9	-3.7	-21.7	-1.8	1.5
Atlanta	25,281	23,253	23,323	40,037	111,894	15,886	22,203	26,663	23,861	88,613	59.1	4.7	-12.5	67.8	26.3
Austin	11,120	10,564	10,286	10,842	42,812	0	6,672	9,452	8,062	24,186	NA	58.3	8.8	34.5	77.0
Boston	14,456	14,734	14,178	14,734	58,102	6,950	9,730	16,680	16,680	50,040	108.0	51.4	-15.0	-11.7	16.1
Charlotte	546	0	0	0	546	0	12831	25116	23751	61698	NA	-100.0	-100.0	-100.0	-99.1
Chicago	51,047	55,414	54,165	50,568	211,194	37,735	63,428	82,441	46,671	230,275	35.3	-12.6	-34.3	8.3	-8.3
Dallas	98,625	92,709	87,000	93,654	371,988	97,135	102,464	119,682	118,196	437,477	1.5	-9.5	-27.3	-20.8	-15.0
Detroit	0	0	0	9718	9,718	0	0	0	0	0	0	0	0	NA	NA
Houston	24,564	26,670	31,892	33,488	116,614	15,194	21,210	24,840	24,840	86,084	61.7	25.7	28.4	34.8	35.5
Minneapolis	26,370	17,527	17,554	17,176	78,627	13,994	21,199	14,943	10,255	60,391	88.4	-17.3	17.5	67.5	30.2
New York JFK	24,464	25,298	25,576	29,146	104,484	10,008	18,348	24,186	23,630	76,172	144.4	37.9	5.7	23.3	37.2
Newark	27,038	17,521	29,669	26,199	100,427	1,665	15,953	29,950	25,754	73,322	1523.9	9.8	-0.9	1.7	37.0
Orlando	11,120	10,842	8,340	0	30,302	1,668	8,340	9,174	8,618	27,800	566.7	30.0	-9.1	-100.0	9.0
Washington D.C.	9,546	5,556	12,000	5,040	32,142	0	9,372	17,760	6,324	33,456	NA	-40.7	-32.4	-20.3	-3.9

Source: DBEDT analysis based on scheduled Seats from Diio Mi flight schedules as of September 22, 2022 subject to change.

Scheduled flights			2022					2021					%CHANGE		
Scrieduled liights	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual	Q1	Q2	Q3	Q4	Annual
US EAST	1,193	1,073	1,132	1,188	4,586	790	1,206	1,469	1,231	4,696	51.0	-11.0	-22.9	-3.5	-2.3
Atlanta	90	91	92	135	408	67	82	91	82	322	34.3	11.0	1.1	64.6	26.7
Austin	40	38	37	39	154	0	24	34	29	87		58.3	8.8	34.5	77.0
Boston	52	53	51	53	209	25	35	60	60	180	108.0	51.4	-15.0	-11.7	16.1
Charlotte	2	0	0	0	2	0	47	92	87	226	NA	-100.0	-100.0	-100.0	-99.1
Chicago	188	174	187	176	725	163	266	287	166	882	15.3	-34.6	-34.8	6.0	-17.8
Dallas	347	329	312	333	1,321	355	372	430	425	1,582	-2.3	-11.6	-27.4	-21.6	-16.5
Detroit	0	0	0	43	43	0	0	0	0	0	0	0	0	NA	NA
Houston	89	91	91	92	363	71	91	90	90	342	25.4	0.0	1.1	2.2	6.1
Minneapolis	90	67	67	76	300	59	78	51	35	223	52.5	-14.1	31.4	117.1	34.5
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	123	113	436	8	75	140	114	337	1437.5	2.7	-12.1	-0.9	29.4
Orlando	40	39	30	0	109	6	30	33	31	100	566.7	30.0	-9.1	-100.0	9.0
Washington D.C.	44	23	50	21	138	0	40	74	27	141	NA	-42.5	-32.4	-22.2	-2.1

Source: DBEDT analysis based on scheduled Seats from Diio Mi flight schedules as of September 22, 2022 subject to change.

Group vs. True Independent; Leisure vs. Business

U.S. Total

				YTD Sep.	YTD Sep.	% Change
U.S. TOTAL (by Air)	2019	2020	2021	2022P	2021	YTD
Group vs True Independent (Net)						
Group Tour	143,078	NA	79,289	112,467	51,212	119.6%
True Independent (Net)	5,674,869	NA	5,535,997	5,016,967	4,013,590	25.0%
Leisure vs Business						
Pleasure (Net)	5,720,309	1,526,068	5,581,810	5,034,102	4,091,304	23.0%
MCI (Net)	293,659	93,411	91,854	193,422	52,565	268.0%
Convention/Conf.	171,970	60,311	41,590	101,112	22,323	352.9%
Corp. Meetings	72,478	20,111	26,955	50,582	15,870	218.7%
Incentive	59,031	15,943	26,694	49,361	16,291	203.0%

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

				YTD Sep.	YTD Sep.	% Change
U.S. WEST MMA (by Air)	2019	2020	2021	2022P	2021	YTD
Group vs True Independent (Net)						
Group Tour	67,037	NA	43,863	56,408	29,604	90.5%
True Independent (Net)	3,836,896	NA	3,856,005	3,441,798	2,792,454	23.3%
Leisure vs Business						
Pleasure (Net)	3,885,753	1,022,954	3,903,665	3,461,914	2,858,694	21.1%
MCI (Net)	154,692	47,904	52,735	100,456	30,106	233.7%
Convention/Conf.	91,100	29,902	25,344	54,784	13,358	310.1%
Corp. Meetings	42,499	11,246	16,185	27,313	9,757	179.9%
Incentive	25,831	8,146	12,917	21,663	7,986	171.3%

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

				YTD Sep.	YTD Sep.	% Change
U.S. EAST MMA (by Air)	2019	2020	2021	2022P	2021	YTD
Group vs True Independent (Net)						
Group Tour	76,041	NA	35,426	56,059	21,608	159.4%
True Independent (Net)	1,837,972	NA	1,679,991	1,575,169	1,221,137	29.0%
Leisure vs Business						
Pleasure (Net)	1,834,556	503,113	1,678,144	1,572,188	1,232,610	27.5%
MCI (Net)	138,967	45,507	39,120	92,966	22,458	313.9%
Convention/Conf.	80,869	30,409	16,246	46,328	8,965	416.8%
Corp. Meetings	29,980	8,866	10,770	23,269	6,113	280.6%
Incentive	33,199	7,797	13,776	27,697	8,305	233.5%

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.

First Time vs. Repeat Visitors

U.S. Total

				YTD Sep.	YTD Sep.	% Change
U.S. TOTAL (by Air)	2019	2020	2021	2022P	2021	YTD
First Time Visitors (%)	26.7	NA	29.1	28.5	30.1	-1.6
Repeat Visitors (%)	73.3	NA	70.9	71.5	69.9	1.6

U.S. West

U.S. WEST MMA (by Air)	2019	2020	2021	YTD Sep. 2022P	YTD Sep. 2021	% Change YTD
First Time Visitors (%)	19.4	NA	21.5	21.3	22.3	-0.9
Repeat Visitors (%)	80.6	NA	78.5	78.7	77.7	0.9

U.S. East

U.S. EAST MMA (by Air)	2019	2020	2021	YTD Sep. 2022P	YTD Sep. 2021	% Change YTD
First Time Visitors (%)	41.5	NA	46.2	43.8	47.7	-3.9
Repeat Visitors (%)	58.5	NA	53.8	56.2	52.3	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

				YTD Sep.	YTD Sep.	% Change
U.S. TOTAL (by Air)	2019	2020	2021	2022P	2021	YTD
State tax revenue generated (\$ Millions) 2/	1,358.25	NA	1,437.81	1,418.37	1,011.57	40.2%

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

U.S. West

				YTD Sep.	YTD Sep.	% Change
U.S. WEST MMA (by Air)	2019	2020	2021	2022P	2021	YTD
State tax revenue generated (\$ Millions) 2/	811.48	NA	933.16	875.15	658.52	32.9%

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

U.S. East

				YTD Sep.	YTD Sep.	% Change
U.S. EAST MMA (by Air)	2019	2020	2021	2022P	2021	YTD
State tax revenue generated (\$ Millions) 2/	546.77	NA	504.66	543.22	353.05	53.9%

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