



# **Rhode Island Tourism 2013**

**IHS Consulting** 

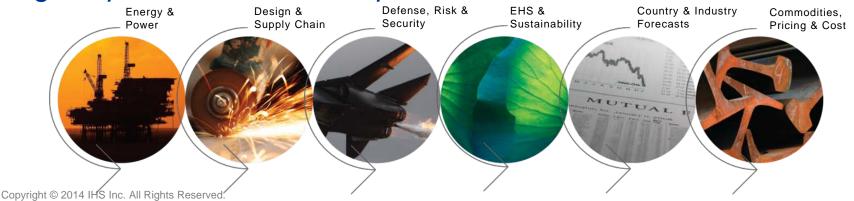


#### Advancing Decisions that Advance the World

We are more than 5,500 people, in 30 countries, speaking 50 languages – all working each day to:

- Serve businesses and all levels of government worldwide
  - Ranging from 80% of Global Fortune 500 to small businesses
  - Customers in 167 countries
- Provide comprehensive content, software and expert analysis and forecasts

Helping our customers drive critical processes and make high-impact decisions with speed and confidence



# IHS Consulting & Advisory Services



Expertise

IHS Consulting & Advisory Services

nsight

**Value Creation Path** 

Forecasting Modeling Analysis

Critical Information

Relationships
Identification
Matching
Capture
Sourcing

Source Data

We help you make the leap from data to results.

At IHS Consulting, we leverage our unmatched combination of **information**, **insight** and **expertise** to effect the powerful transformation of data into knowledge and value to our customers, helping them solve their greatest strategic and operational challenges.



### Core Capabilities for Government Consulting



#### Economic Impact Analysis

 Key themes: effects of public policy on the economy, jobs, incomes, tax revenues

#### Economic Development Strategy

 Key themes: national investment, industrial development, cluster analysis, tourism analysis

#### Market Sizing & Forecasting

Key themes: Product line forecasting, market size, market segmentation

#### Fraud, Waste & Abuse Analytics

Key themes: predictive modeling, data mining, fraud detection

# **Tourism Satellite Accounting**



- The Tourism Satellite Account is the international (UN/WTO, OECD) standard for measuring the contribution of tourism to an economy
- Measuring the industry "tourism" is difficult:
  - Tourism industry is not measured in standard economic accounting systems.
  - Most industries are accounted via the supply-side: firms are categorized into NAICS codes and asked about jobs, revenues, costs.
  - But tourism is a demand-side activity:
     the focus is on what the traveler buys before and during a trip
     a result, tourism touches many industries
- 4Cs: Credibility, Comprehensiveness, Comparability, Consistency

# TSA and Tourism Economic Impact: Client Examples



#### **Tourism Satellite Account**

- Rhode Island
- South Dakota
- North Dakota
- Kansas
- New Jersey
- Bahamas
- Delaware
- Maryland
- Israel
- Dubai
- Abu Dhabi
- Guam
- North Carolina
- Alaska
- South Carolina
- Virginia
- Utah

#### **Economic Impact**

- Idaho
- Pennsylvania
- Indiana

#### City Tourism Impact

- Washington, DC
- NYC
- Dallas
- Boston
- Arlington, TX
- Sacramento
- Baltimore
- Philadelphia
- Orlando
- Camden & SNJ

- Tulsa
- St. Louis
- Kansas City
- Battle Creek
- Durham, NC
- Savannah
- Pittsburgh
- Austin
- Indianapolis
- Omaha



### Tourism Economic Impact: Definitions

- Visitor: GT 50 miles, non-commuting; All overnight trips
- Resident Outbound: Outbound purchases made in advance of a trip only. Resident usage of RI tourism assets are not included.
- <u>Tourism Expenditures:</u> A TSA concept, includes all spending by all constituents on travel made in the state (RI), including tourism related investments
- <u>Visitor Spending:</u> Spending in the jurisdiction by visitors (see above) (on accommodations, food & beverage, shopping, transportation, entertainment,...)
- Economic Impact: "GDP" definition...spending less value of supply chain purchases made outside RI. The amount retained in the RI economy.
- Import Leakages: The value of supply chain purchases made outside of RI.
- <u>Direct Spending/Jobs/Wages/Taxes:</u> Industries that "touch" the visitor (e.g. hotels, restaurants, museums,...)
- Indirect Spending/Jobs/Wages/Taxes: Industries that supply those that touch the visitor
- <u>Induced Spending/Jobs/Wages/Taxes:</u> Workers of industries that touch or supply spend their wages locally

# Rhode Island Tourism Economic Impact - Definitions



- <u>TSA:</u> Results (spending, economic impact, jobs,...) conform strictly to the TSA definition (e.g. 50mile+overnight visitor definition).
- TSA + Under 50 Mile: TSA results, plus those coming from visitors traveling less than the 50 mile threshold. This classification is both historically consistent with previous studies and arguably more applicable to Rhode Island.
- <u>Total Impact:</u> Total economic contribution of tourism to Rhode Island. Sum of core and non-core.
- Core Impact: Economic contribution of from industries <u>directly</u> providing goods and services to the visitor.
- Non-core Impact: Economic contribution from industries providing goods and services to core tourism providers. Also includes tourism investment.



# 2013 Rhode Island Tourism Results



#### State Overview: 2013 Totals at a Glance

| Tourism Concept            | TSA + Under<br>50Mile Visitors | TSA      | TSA<br>'12 – '13<br>Growth |
|----------------------------|--------------------------------|----------|----------------------------|
| Visits                     | 19.02 M                        | 9.19 M   | 4.8%                       |
| Expenditures               | \$5.88 B                       | \$4.22 B | 5.9%                       |
| Total Economic Impact      | \$3.88 B                       | \$2.80 B | 5.6%                       |
| Core Economic Impact (GSP) | \$3.32 B                       | \$2.38 B | 5.5%                       |
| Total Jobs                 | 66,616                         | 45,162   | 4.6%                       |
| Wages                      | \$2.32 B                       | \$1.55 B | 6.4%                       |
| Taxes                      | \$1,651 M                      | \$1,119M | 5.5%                       |

# **Industry Structure: Definitions**



# Tourism & Under 50 Mile Visitor Expenditures \$5.88 billion

#### **Tourism Expenditures**

\$4.22 billion

All Visitor Related Spending

**Total Impact** \$2.80 billion

**Economic Value to State** 

Import Leakage

\$1.42 billion

Tourism goods & services from outside of the state - e.g. RI keychains made in China



\$2.38 billion

Industries directly providing goods & services to the visitor, such as restaurants Non-Core Tourism (Indirect & Investment)

\$496 million

Industries directly providing goods & services to core tourism providers - e.g. Food Distribution



#### State Overview: Tourism and Under 50Mile Visitors – 2013 vs. 2012



| Measurement  | 2013    | 2012    | Definition  |
|--|---------|---------|---|
| Tourism (TSA) + Under 50Mile Visitor Spending                | \$5.88B | \$5.67B | Spending from all tourism factors   |
| <ul><li>Tourism Expenditures<br/>(TSA)</li></ul>             | \$4.22B | \$3.98B | TSA Definition of State Tourism   |
| <ul> <li>Under 50Mile Visitors</li> </ul>                    | \$1.66B | \$1.70B | Spending by visitors from less than     50 miles that utilize RI tourism assets |
| Tourism + Under 50Mile<br>Visitors Total <u>Employment</u> * | 66,616  | 64,880  | Employment required to support core RI tourism activity                         |
| <ul><li>Core Tourism (TSA)</li><li>Employment*</li></ul>     | 39,849  | 38,082  | • TSA Definition of Tourism "Industry"  |

# What Revisions Were Made to the 2012 Figures



| Key Measurements                 | 2012<br>Original<br>TSA | 2012<br>Recast<br>TSA |
|----------------------------------|-------------------------|-----------------------|
| RI Expenditures (\$B)            | \$3.97B                 | \$3.98B               |
| Economic Value                   |                         |                       |
| <ul><li>Core Tourism</li></ul>   | \$2.25B                 | \$2.26B               |
| <ul> <li>Total Impact</li> </ul> | \$2.64B                 | \$2.65B               |
| Wages & Salaries                 |                         |                       |
| <ul><li>Core Tourism</li></ul>   | \$1,197M                | \$1,208M              |
| Total Impact                     | \$1,450M                | \$1,461M              |
| Employment ('000)                |                         |                       |
| <ul><li>Core Tourism</li></ul>   | 37.93                   | 38.08                 |
| Total Impact                     | 43.01                   | 40.18                 |
| Taxes –Total Impact              | \$1,059M                | \$1,061M              |

Each year revisions to most of the historical tourism metrics must be made in order to reflect:

- New Baseline Data for IMPLAN interindustry model incorporating latest Census data
- •Revisions to the BLS and BEA inputs covering employment, Gross State Product, Sales Output, and Payroll for all industries at the jurisdiction county level.
- Revision of investment data to include greater detail and new categories



# **Total Impact of Tourism**

- In 2013, the total economic impact of travel & tourism (direct and indirect) was \$2.80
   billion. This represents 5.3% of RI Gross State Product
- The ratio of the total impact to total expenditures reveals that 66¢ of each tourism
  dollar spent in Rhode Island is retained in the state. The remainder represents
  import leakages. This share is fairly typical for a diversified state like Rhode Island and
  higher than many other states.
- Over 45,000 jobs direct and indirect were created by travel & tourism (TSA) economic activity. This accounts for 9.6% of total employment in RI.
- \$1.55 billion in wages & salaries were generated by travel & tourism (TSA) in 2013.
- Tourism (TSA) generated \$1.12 billion in federal, state, and local government taxes in 2013, with the state and local tax contribution making up 8.9% of all RI state government revenue.



# Sources of Tourism Expenditures

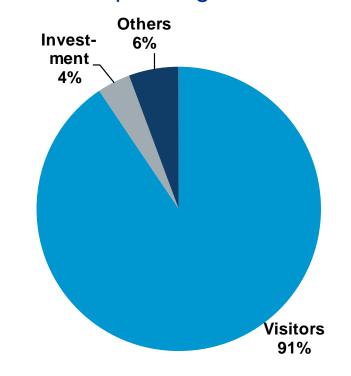
- Visitor Spending Expenditures by visitors who have come from greater than 50 miles or stayed overnight
- Business Travel Businesses' spending within the state economy on travel
- Resident Outbound Resident spending preparing for an out-of-state trip
- Government Spending Tourism Office Budgets, transportation functions related to tourism, publicly funded attractions and funding for security in tourism-intensive areas
- Investment Construction of hotels, attractions, tourism infrastructure,
   operating and transportation equipment
- International Spending of international visitors within the state
- Under 50Mile Visitors Spending by residents or non-residents who have come from under 50 miles. No commuters or local utilization. Not included in TSA definition.

# Breaking Down Tourism Expenditures – \$4.22 Billion



Growth in expenditures was seen in all categories, but investment activity and resident outbound travel outpaced visitor spending within the state.

|            | Million<br>\$ | Share<br>Of<br>Total | '12 – '13<br>Growth |
|------------|---------------|----------------------|---------------------|
| Investment | 160           | 3.8%                 | 8.3%                |
| Visitors   | 3,822         | 90.6%                | 6.2%                |
| Other      | 239           | 5.7%                 | 0.3%                |
| Total      | 4,221         | 100%                 | 5.9%                |

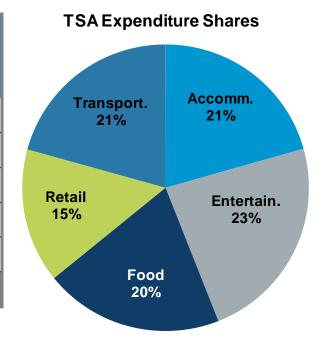




### Category Distribution of Expenditures

In 2013, visitor spending increased across all categories. Entertainment spending growth led the way with an 8.7% improvement over 2012.

|                 | 2013<br><50Mile<br>Million \$ | 2013<br>TSA<br>Million \$ | TSA<br>'12 – '13<br>Growth |
|-----------------|-------------------------------|---------------------------|----------------------------|
| Entertainment** | 1,457                         | 949                       | 8.7%                       |
| Accommodation   | 836                           | 836                       | 7.2%                       |
| Transportation  | 864                           | 839                       | 1.3%                       |
| Food            | 1,706                         | 817                       | 7.5%                       |
| Shopping        | 1,020                         | 615                       | 4.1%                       |
| Total *         | 5,884                         | 4,056                     | 5.8%                       |



<sup>\*</sup> Direct and Indirect Tourism Expenditures (w/o construction & investment)

<sup>\*\*</sup> Entertainment category includes all marina and boating activity

# Entertainment Spending Detail - TSA + Under 50Mile



The Entertainment category includes a wide array of industries, from gaming to recreation sports to movies. Total Entertainment spending grew 6.3% in 2013.

|  | 2013 (\$000) | 2012 (\$000) |
|--|--------------|--------------|
| Amusement Parks & Arcades                  | 4,690        | 3,950        |
| Gambling Industries                        | 545,658      | 527,300      |
| Independent Artists. Writers, & Performers | 10,735       | 9,923        |
| Motion Picture & Video Industries          | 134,146      | 144,172      |
| Museums & Historical Sites                 | 68,844       | 63,067       |
| Other Amusement & Rec. Services**          | 499,915      | 449,581      |
| Performing Arts Companies                  | 83,818       | 72,660       |
| Spectator Sports                           | 109,611      | 100,890      |
| Total Entertainment Spending               | 1,457,416    | 1,371,543    |

<sup>\*\*</sup> NAICS 7139 defined as: establishments primarily engaged in operating golf courses (whether or not in conjunction with dining facilities (country clubs); skiing facilities; Marinas; fitness and recreational sports centers; bowling centers; and all other amusement and recreation industries. Included in this industry group are public swimming pools, miniature golf courses and riding stables.



# Entertainment Spending Detail - TSA

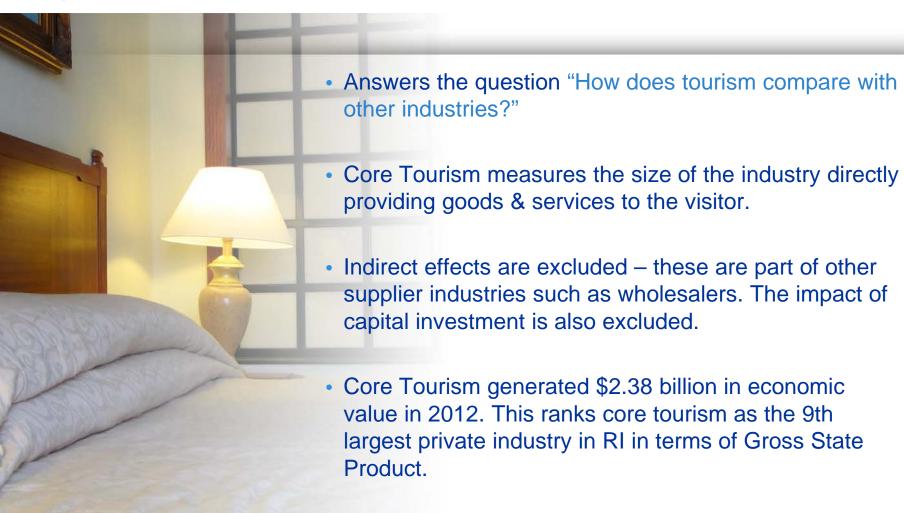
The Entertainment category includes a wide array of industries, from gaming to recreation sports to movies. Total Entertainment spending grew 8.7% in 2013.

|  | 2013 (\$000) | 2012 (\$000) |
|--|--------------|--------------|
| Amusement Parks & Arcades                  | 4,456        | 2,830        |
| Gambling Industries                        | 267,303      | 258,800      |
| Independent Artists. Writers, & Performers | 7,514        | 6,946        |
| Motion Picture & Video Industries          | 13,415       | 14,417       |
| Museums & Historical Sites                 | 34,422       | 31,533       |
| Other Amusement & Rec. Services**          | 499,915      | 449,581      |
| Performing Arts Companies                  | 67,055       | 58,128       |
| Spectator Sports                           | 54,805       | 50,445       |
| Total Entertainment Spending               | 948,884      | 872,654      |

<sup>\*\*</sup> NAICS 7139 defined as: establishments primarily engaged in operating golf courses (whether or not in conjunction with dining facilities (country clubs); skiing facilities; Marinas; fitness and recreational sports centers; bowling centers; and all other amusement and recreation industries. Included in this industry group are public swimming pools, miniature golf courses and riding stables.



#### **Core Tourism**





### Core Tourism Impact – Composition

The retail sector provides 15% of visitor spending, but the industry does not provide as much value to the local economy, so that spending doesn't translate as strongly towards economic contribution as those sectors make up only 5% of the economic impact.

| Com  | Composition of Core Tourism                       |            |         |        |  |  |  |  |
|------|---|------------|---------|--------|--|--|--|--|
| Rank | Industry  | \$ Value   | '12-'13 | % of   |  |  |  |  |
|      |   | (Millions) | Growth  | Total  |  |  |  |  |
| 1    | Other amusement and recreation industries         | 622        | 7.3%    | 26.1%  |  |  |  |  |
| 2    | Food services and drinking places                 | 464        | 7.2%    | 19.5%  |  |  |  |  |
| 3    | Real estate establishments                        | 333        | 1.9%    | 14.0%  |  |  |  |  |
| 4    | Hotels and motels, including casino hotels        | 279        | 10.7%   | 11.7%  |  |  |  |  |
| 5    | Travel arrangement and reservation services       | 248        | 6.9%    | 10.4%  |  |  |  |  |
| 6    | Automotive equipment rental and leasing           | 203        | -4.7%   | 8.5%   |  |  |  |  |
| 7    | Transport by air                                  | 41         | 3.8%    | 1.7%   |  |  |  |  |
| 8    | Retail Stores - Food and beverage                 | 39         | 8.1%    | 1.6%   |  |  |  |  |
| 9    | Retail Stores - Clothing and clothing accessories | 33         | 9.2%    | 1.4%   |  |  |  |  |
| 10   | Performing arts companies                         | 27         | 15.2%   | 1.1%   |  |  |  |  |
| 11   | Spectator sports companies                        | 23         | 8.2%    | 1.0%   |  |  |  |  |
| 12   | Retail Stores - Miscellaneous                     | 21         | 11.2%   | 0.9%   |  |  |  |  |
| 13   | Retail Stores - Gasoline stations                 | 16         | -2.3%   | 0.7%   |  |  |  |  |
| 14   | Transit and ground passenger transportation       | 12         | -16.1%  | 0.5%   |  |  |  |  |
| 15   | Retail Stores - General merchandise               | 9          | 1.6%    | 0.4%   |  |  |  |  |
|      | Other Industries                                  | 16         | -0.2%   | 0.7%   |  |  |  |  |
|      | ↓ Total   | 2,385      | 5.5% 🗼  | 100.0% |  |  |  |  |

Copyright © 2014 IHS Inc. All Rights Reserved.



# Core Tourism – Employment

- Core Tourism is the 4<sup>th</sup> largest private sector employer in Rhode Island with more than 39,800 tourism supported jobs in 2013.
- Core Tourism generated 9.7% of private sector employment in 2013.
- Core Tourism jobs provided \$1.3 billion in wages & salaries in 2013.
- Core Tourism's average annual wage reached \$32,273 in 2013.



### Ranking Core Tourism – Employment

Travel & tourism is RI's 4th largest private sector employer.

| Rank        | Industry                              |             | Rep<br>Emplo<br>(Thous |       | 2012-<br>2013<br>Growth | % of<br>State | Tourism-<br>Extracted<br>Employment<br>(Thousands) |
|-------------|---------------------------------------|-------------|------------------------|-------|-------------------------|---------------|--|
| 1           | Health Care and Social Assistance     |             |                        | 80.5  | 1.4%                    | 17.1%         | 80.5   |
| 2           | Retail Trade                          |             |                        | 46.6  | -0.7%                   | 9.9%          | 43.4   |
| 3           | Accommodation and Food Services       |             |                        | 45.1  | 2.1%                    | 9.6%          | 26.9   |
| 4           | Manufacturing, Durables               | Core To     | urism                  | 26.5  | 4.7%                    | 5.6%          | 26.5   |
| 5           | Finance and Insurance                 | represe     |                        | 25.6  | -0.7%                   | 5.4%          | 25.6   |
| 6           | Administrative and Waste Services     | 39,849 jo   | obs in                 | 25.4  | 5.2%                    | 5.4%          | 22.5   |
| 7           | Educational Services                  | 2013        | 3.                     | 24.1  | 1.0%                    | 5.1%          | 24.1   |
| 8           | Other Services                        |             |                        | 22.6  | 0.0%                    | 4.8%          | 20.2   |
| 9           | Professional, Scientific, and Technic | al Services |                        | 21.9  | 2.0%                    | 4.6%          | 21.9   |
| 10          | Wholesale Trade                       |             |                        | 16.7  | -1.3%                   | 3.5%          | 16.7   |
| 11          | Construction                          |             |                        | 16.1  | 0.3%                    | 3.4%          | 16.1   |
| 12          | Manufacturing, Nondurables            |             |                        | 14.4  | 0.5%                    | 3.1%          | 14.4   |
| 13          | Information                           |             |                        | 11.3  | 18.1%                   | 2.4%          | 11.3   |
| 14          | Management of Companies and Ente      | rprises     |                        | 10.8  | 2.8%                    | 2.3%          | 10.8   |
| 15          | Transportation and Warehousing        |             |                        | 9.0   | -16.7%                  | 1.9%          | 8.4  |
|             | Other Industries                      |             |                        | 14.4  | 5.7%                    | 3.1%          | 1.8  |
|             | Total Nonfarm Private                 |             |                        | 411.0 | 1.2%                    | 100.0%        | 371.1  |
|             | Government                            |             |                        | 60.2  | 0.1%                    |               | 60.2   |
| Copyright @ | 2Travel & Tourism                     |             |                        | 39.8  | 4.6%                    | 9.7%          | 39.8   |

Source: Bureau of Labor Statistics and IHS



#### Non-Core Tourism – Indirect Benefits

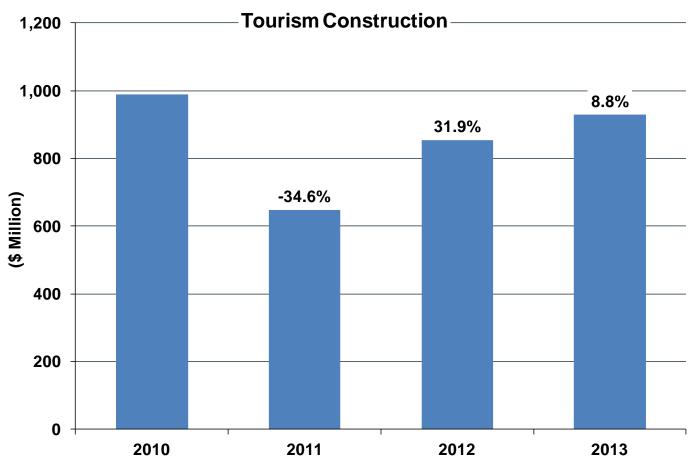
#### Excluding Investment, non-core tourism grew 5.3% in 2013

| Indir | ect Benefits of Tourism  |            |         |        |
|-------|--|------------|---------|--------|
| Rank  | Industry   | \$ Value   | '12-'13 | % of   |
|       |  | (Millions) | Growth  | Total  |
| 1     | Real estate establishments   | 59         | 5.9%    | 12.0%  |
| 2     | Monetary authorities and depository credit intermediation activities | 34         | 2.2%    | 6.8%   |
| 3     | Insurance carriers   | 27         | 4.6%    | 5.5%   |
| 4     | Electric power generation, transmission, and distribution            | 18         | 7.1%    | 3.6%   |
| 5     | Food services and drinking places                                    | 18         | 6.2%    | 3.6%   |
| 6     | Maintenance and repair construction of nonresidential structures     | 16         | 5.5%    | 3.2%   |
| 7     | Wholesale trade businesses   | 14         | 5.4%    | 2.8%   |
| 8     | Telecommunications   | 14         | 6.0%    | 2.8%   |
| 9     | Accounting, tax preparation, bookkeeping, and payroll services       | 13         | 6.8%    | 2.6%   |
| 10    | Management of companies and enterprises                              | 13         | 4.6%    | 2.6%   |
| 11    | Legal services   | 9          | 6.0%    | 1.9%   |
| 12    | Insurance agencies, brokerages, and related activities               | 8          | 5.3%    | 1.6%   |
| 13    | Advertising and related services                                     | 7          | 6.9%    | 1.5%   |
| 14    | US Postal Service  | 6          | 7.1%    | 1.3%   |
| 15    | Employment services  | 6          | 6.5%    | 1.3%   |
|       | Other Industries   | 68         | 4.9%    | 13.6%  |
|       | Investment   | 165        | 8.0%    | 33.2%  |
|       | Total  | 496        | 6.2%    | 100.0% |

Copyright © 2014 IHS Inc. All Rights Reserved.



#### Non-Core Tourism – Construction Benefits



Source: McGraw Hill Construction

Data is "Value of Construction Contracts", measuring the value of government and private construction at the time when work begins, encompassing total value for entire projects which start or break ground in a given year, excluding ancillary costs such as land acquisition.



#### Tourism Generated \$1,119M in Total Tax Revenue in 2013

- Tourism activity generated \$682 million in state and local government revenue in 2013, a 5.2% increase over 2012.
- In 2013, \$431 million in state tax revenue was generated by the travel & tourism sector in Rhode Island. Indirect business tax (sales tax) and the gaming taxes are the two largest contributors.
- Tourism contributes disproportionately to state & local tax revenue.
   While Total Tourism is responsible for 5.5% of total RI GSP, it contributed 8.9% of state government revenue in 2013.
- If tourism didn't exist, each RI household would pay \$1,597 more in taxes to maintain the current level of state and local tax receipts.



#### State and Local Government Revenue

| Tax Revenues from Tourism (TSA) | 2013 (\$Million) | '12-'13 Growth |
|---------------------------------|------------------|----------------|
| Federal Government              |                  |                |
| Corporate Profits Tax           | 112.1            | 4.9%           |
| Personal Income                 | 121.6            | 6.4%           |
| Social Security & Other Taxes   | 204.0            | 6.4%           |
| Federal Total                   | 437.7            | 6.0%           |
| State Government                |                  |                |
| Corporate Profits Tax           | 10.5             | 4.5%           |
| Personal Income                 | 37.1             | 6.4%           |
| Sales                           | 153.3            | 5.5%           |
| Licenses & Fees                 | 28.4             | 6.3%           |
| Gaming Tax                      | 178.8            | 3.3%           |
| Other Taxes                     | 12.7             | 5.7%           |
| State Share of Occupancy Tax*   | 9.8              | 13.6%          |
| State Total                     | 430.6            | 4.9%           |
| Local Government                |                  |                |
| Local Share of Occupancy Taxes  | 8.7              | 13.6%          |
| Property Taxes                  | 242.4            | 5.6%           |
| Local Total                     | 251.1            | 5.8%           |
| Total                           | 1,119.4          | 5.5%           |

Source: IHS

Copyright © 2014 IHS Inc. All Rights Reserved.

<sup>\*</sup> Remainder of Room Tax not distributed back to local towns and cities.



# How Important?

Total Tourismrelated spending of \$5.88 billion



### **TSA + UNDER 50MILE VISITORS**

Gross State Product: \$3.88 billion

7.3 % of GSP

Total Employment: 66,616 jobs

14.1% of Employment

TOTAL TSA:

**Gross State Product: \$2.80 billion** 

5.3% of GSP

Total Employment: 45,162 jobs

9.6% of Employment

**CORE TOURISM** 

Core GSP: \$2.38 billion

4.5% of GSP

Core Employment: 39,849 jobs

8.5% of Employment

% shown are for total state GSP and employment, including Government

#### Talking Points: What Do Visitors Mean to RI?



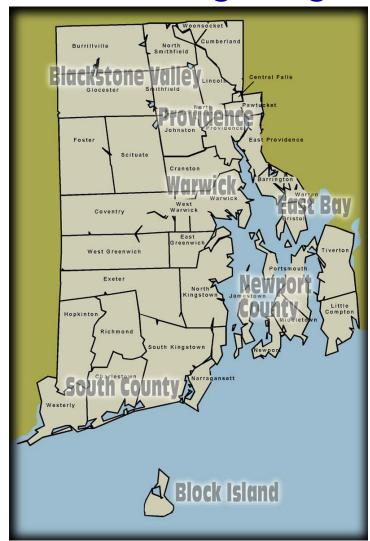
- ✓ If tourism didn't exist, each household would pay \$1,597 more in taxes to maintain the current level of state and local tax receipts
- ✓ Each visitor creates about \$122 in tax receipts, \$74 of which goes to state & local authorities
- ✓ It takes only 214 visitors to pay for one Rhode Island public school student for one year
- ✓ Each RI visitor/traveler generates about \$459 in expenditures, \$45 of which goes to RI businesses that do not directly "touch" that visitor
- √ Every 203 visitors creates a new RI job
- ✓ Each visitor adds about \$259 to RI Gross State Product



# Regional Distribution of Tourism

#### Rhode Island is divided into eight regions in the analysis:

- Blackstone Valley
  - Burrillville
  - Central Falls
  - Cumberland
  - Glocester
  - Lincoln
  - North Smithfield
  - Pawtucket
  - Smithfield
  - Woonsocket
- Providence
  - Providence
  - East Providence
- Warwick
  - Warwick
- Block Island
  - Block Island
- Balance of State
  - Cranston
  - Foster
  - Johnston
  - North Providence
  - Scituate
  - West Warwick



- Newport County
  - Little Compton
  - Middletown
  - Newport
  - Portsmouth
  - Tiverton
  - Jamestown
- South County
  - Charlestown
  - Coventry
  - East Greenwich
  - Exeter
  - Hopkinton
  - Narragansett
  - North Kingstown
  - Richmond
  - South Kingstown
  - Westerly
  - West Greenwich
- East Bay
  - Barrington
  - Bristol
  - Warren



# Regional TSA + Under 50Mile Expenditures

| Regional Expenditures by Category (\$M) - 2013 |                |      |            |          |          |                |          |  |
|--|----------------|------|------------|----------|----------|----------------|----------|--|
|  | Accommodations | Ente | ertainment | Food     | Retail   | Transportation | Total    |  |
| Balance of State                               | 10.51          |      | 49.41      | 218.32   | 80.16    | 87.47          | 445.87   |  |
| Blackstone Valley                              | 27.99          |      | 545.56     | 256.01   | 68.02    | 88.37          | 985.96   |  |
| Block Island                                   | 100.88         |      | 64.64      | 27.66    | 53.73    | 19.73          | 266.64   |  |
| East Bay                                       | 6.10           |      | 27.50      | 61.16    | 41.98    | 11.24          | 147.98   |  |
| Newport  | 245.89         |      | 200.77     | 245.99   | 90.99    | 45.84          | 829.47   |  |
| Providence                                     | 147.02         |      | 399.21     | 427.22   | 413.68   | 320.94         | 1,708.07 |  |
| South County                                   | 230.25         |      | 96.89      | 274.82   | 173.78   | 50.50          | 826.23   |  |
| Warwick  | 67.54          |      | 73.44      | 195.12   | 97.93    | 239.95         | 673.97   |  |
| Total  | 836.17         |      | 1,457.42   | 1,706.30 | 1,020.27 | 864.04         | 5,884.19 |  |

Entertainment data includes gaming, spectator sports boating and marina activity and other categories.



# Regional TSA Tourism Expenditures

| Regional Expenditures by Category (\$M) - 2013 |               |               |        |        |                |          |  |  |
|--|---------------|---------------|--------|--------|----------------|----------|--|--|
|  | Accomodations | Entertainment | Food   | Retail | Transportation | Total    |  |  |
| Balance of State                               | 10.51         | 34.62         | 91.81  | 44.38  | 91.21          | 272.53   |  |  |
| Blackstone Valley                              | 27.99         | 248.75        | 119.28 | 40.97  | 88.78          | 525.78   |  |  |
| Block Island                                   | 100.88        | 59.13         | 27.67  | 31.35  | 15.17          | 234.20   |  |  |
| East Bay                                       | 6.10          | 26.43         | 32.78  | 26.15  | 10.62          | 102.08   |  |  |
| Newport  | 245.89        | 135.19        | 115.47 | 57.28  | 29.69          | 583.53   |  |  |
| Providence                                     | 147.02        | 303.34        | 218.54 | 242.48 | 310.79         | 1,222.16 |  |  |
| South County                                   | 230.25        | 94.92         | 122.31 | 102.04 | 42.15          | 591.67   |  |  |
| Warwick  | 67.54         | 46.49         | 89.10  | 70.62  | 250.78         | 524.52   |  |  |
| Total  | 836.17        | 948.88        | 816.95 | 615.28 | 839.18         | 4,056.48 |  |  |

Accomodation data includes seasonal second home rentals, which creates significant differences in share from state room tax data. As the TSA definition of tourism includes any overnight stay, accomodations results are the same for TSA and TSA + Under 50Mile.

# Regional Share of Statewide TSA + Under 50Mile Expenditures



| Regional Share of State Expenditures by Category - 2013 |               |               |       |          |                |       |  |
|---|---------------|---------------|-------|----------|----------------|-------|--|
|   | Accommodation | Entertainment | Food  | Shopping | Transportation | Total |  |
| Providence  | 17.6%         | 27.4%         | 25.0% | 40.5%    | 37.1%          | 29.0% |  |
| Blackstone Valley                                       | 3.3%          | 37.4%         | 15.0% | 6.7%     | 10.2%          | 16.8% |  |
| Newport   | 29.4%         | 13.8%         | 14.4% | 8.9%     | 5.3%           | 14.1% |  |
| South County  | 27.5%         | 6.6%          | 16.1% | 17.0%    | 5.8%           | 14.0% |  |
| Warwick   | 8.1%          | 5.0%          | 11.4% | 9.6%     | 27.8%          | 11.5% |  |
| Balance of State  | 1.3%          | 3.4%          | 12.8% | 7.9%     | 10.1%          | 7.6%  |  |
| Block Island  | 12.1%         | 4.4%          | 1.6%  | 5.3%     | 2.3%           | 4.5%  |  |
| East Bay  | 0.7%          | 1.9%          | 3.6%  | 4.1%     | 1.3%           | 2.5%  |  |
| Total   | 100%          | 100%          | 100%  | 100%     | 100%           | 100%  |  |

Entertainment data includes gaming, spectator sports boating and marina activity and other categories.

# Regional Share of Statewide TSA + Under 50Mile Expenditures



| <b>Expenditure Category Share of Regional Tourism Spending - 2013</b> |               |               |       |          |                |        |  |
|---|---------------|---------------|-------|----------|----------------|--------|--|
|   | Accommodation | Entertainment | Food  | Shopping | Transportation | Total  |  |
| Providence  | 8.6%          | 23.4%         | 25.0% | 24.2%    | 18.8%          | 100.0% |  |
| Blackstone Valley   | 2.8%          | 55.3%         | 26.0% | 6.9%     | 9.0%           | 100.0% |  |
| Newport   | 29.6%         | 24.2%         | 29.7% | 11.0%    | 5.5%           | 100.0% |  |
| South County  | 27.9%         | 11.7%         | 33.3% | 21.0%    | 6.1%           | 100.0% |  |
| Warwick   | 10.0%         | 10.9%         | 29.0% | 14.5%    | 35.6%          | 100.0% |  |
| Balance of State  | 2.4%          | 11.1%         | 49.0% | 18.0%    | 19.6%          | 100.0% |  |
| Block Island  | 37.8%         | 24.2%         | 10.4% | 20.1%    | 7.4%           | 100.0% |  |
| East Bay  | 4.1%          | 18.6%         | 41.3% | 28.4%    | 7.6%           | 100.0% |  |
| Grand Total   | 14 2%         | 24.8%         | 29.0% | 17 3%    | 14 7%          | 100 0% |  |

Warwick's Transportation share is very high as TF Green Airport revenue is counted here.



#### Regional Share of Statewide TSA Tourism

| Regional Share of State Expenditures by Category - 2013 |     |            |               |       |          |                |       |  |
|---|-----|------------|---------------|-------|----------|----------------|-------|--|
|   | Acc | ommodation | Entertainment | Food  | Shopping | Transportation | Total |  |
| Providence  |     | 17.6%      | 32.0%         | 26.8% | 39.4%    | 37.0%          | 30.1% |  |
| South County  |     | 27.5%      | 10.0%         | 15.0% | 16.6%    | 5.0%           | 14.6% |  |
| Newport   |     | 29.4%      | 14.2%         | 14.1% | 9.3%     | 3.5%           | 14.4% |  |
| Blackstone Valley                                       |     | 3.3%       | 26.2%         | 14.6% | 6.7%     | 10.6%          | 13.0% |  |
| Warwick   |     | 8.1%       | 4.9%          | 10.9% | 11.5%    | 29.9%          | 12.9% |  |
| Balance of State  |     | 1.3%       | 3.6%          | 11.2% | 7.2%     | 10.9%          | 6.7%  |  |
| Block Island  |     | 12.1%      | 6.2%          | 3.4%  | 5.1%     | 1.8%           | 5.8%  |  |
| East Bay  |     | 0.7%       | 2.8%          | 4.0%  | 4.3%     | 1.3%           | 2.5%  |  |
| Total   |     | 100%       | 100%          | 100%  | 100%     | 100%           | 100%  |  |

Accomodation data includes seasonal second home rentals, which creates significant differences in share from state room tax data. As the TSA definition of tourism includes any overnight stay, accomodations results are the same for TSA and TSA + Under 50Mile.



# Regional Share of Statewide TSA Tourism

| Expenditure Category Share of Regional Tourism Spending - 2013 |               |               |       |          |                |        |  |
|--|---------------|---------------|-------|----------|----------------|--------|--|
|  | Accommodation | Entertainment | Food  | Shopping | Transportation | Total  |  |
| Providence   | 12.0%         | 24.8%         | 17.9% | 19.8%    | 25.4%          | 100.0% |  |
| South County   | 38.9%         | 16.0%         | 20.7% | 17.2%    | 7.1%           | 100.0% |  |
| Newport  | 42.1%         | 23.2%         | 19.8% | 9.8%     | 5.1%           | 100.0% |  |
| Blackstone Valley  | 5.3%          | 47.3%         | 22.7% | 7.8%     | 16.9%          | 100.0% |  |
| Warwick  | 12.9%         | 8.9%          | 17.0% | 13.5%    | 47.8%          | 100.0% |  |
| Balance of State   | 3.9%          | 12.7%         | 33.7% | 16.3%    | 33.5%          | 100.0% |  |
| Block Island   | 43.1%         | 25.2%         | 11.8% | 13.4%    | 6.5%           | 100.0% |  |
| East Bay   | 6.0%          | 25.9%         | 32.1% | 25.6%    | 10.4%          | 100.0% |  |
| Grand Total  | 20.6%         | 23.4%         | 20.1% | 15.2%    | 20.7%          | 100.0% |  |

Warwick's Transportation share is very high as TF Green Airport revenue is counted here.



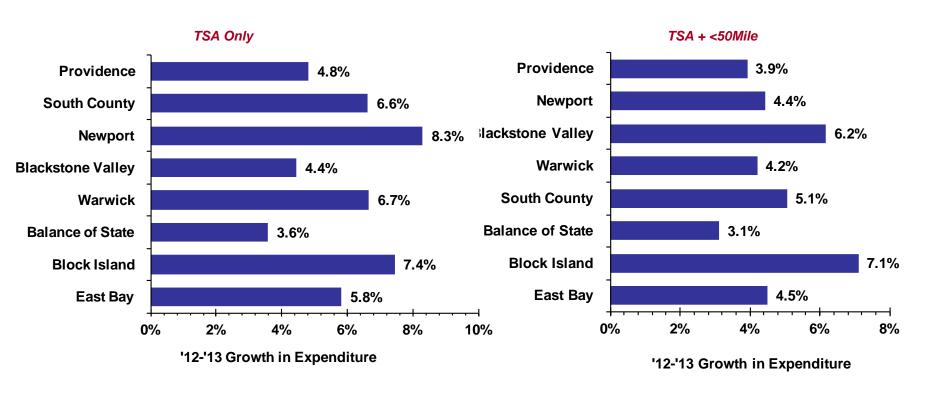
#### TSA + Under 50Mile Growth Rates by Region

| Regional Growth Rates by Category 2012 vs. 2013 |              |               |      |        |                |                    |  |
|---|--------------|---------------|------|--------|----------------|--------------------|--|
|   | Accomodation | Entertainment | Food | Retail | Transportation | <b>Grand Total</b> |  |
| Balance of State                                | 9.7%         | 4.3%          | 3.7% | 2.3%   | 1.1%           | 3.1%               |  |
| Blackstone Valley                               | 8.8%         | 5.8%          | 4.5% | 5.2%   | 1.1%           | 5.1%               |  |
| Block Island                                    | 6.9%         | 8.8%          | 9.9% | 5.7%   | 3.0%           | 7.1%               |  |
| East Bay  | 13.2%        | 9.6%          | 2.8% | 3.1%   | 2.9%           | 4.5%               |  |
| Newport   | 5.7%         | 6.1%          | 3.1% | 3.7%   | -0.2%          | 4.4%               |  |
| Providence                                      | 3.7%         | 5.6%          | 4.6% | 3.6%   | 1.5%           | 3.9%               |  |
| South County                                    | 11.3%        | 8.0%          | 4.0% | 3.5%   | 2.0%           | 6.2%               |  |
| Warwick   | 6.6%         | 9.3%          | 7.5% | 3.3%   | 0.0%           | 4.2%               |  |
| <b>Grand Total</b>                              | 7.2%         | 6.3%          | 4.5% | 3.7%   | _ 1.0%         | 4.6%               |  |

The transportation category was the only segment that showed significantly below average growth.



### Regional Growth in Expenditures



All tourism regions within the state continue to benefit from the growth within tourism.



# **IHS CONSULTING**

Leveraging the company's full suite of data, intelligence & expertise

Shane Norton
IHS Economics and Country Risk
781.301.9071
shane.norton@ihs.com