

2016 Texas Tourism Region and MSA Visitor Profile

State of Texas

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DKSHIFFLET

2016 Texas Tourism Region and MSA Visitor Profile

An Inside Look at the Travel Market in Texas

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Objectives of this report...

The objective of this report is to provide comprehensive and reliable travel information for tourism to and within Texas.

How to read this report

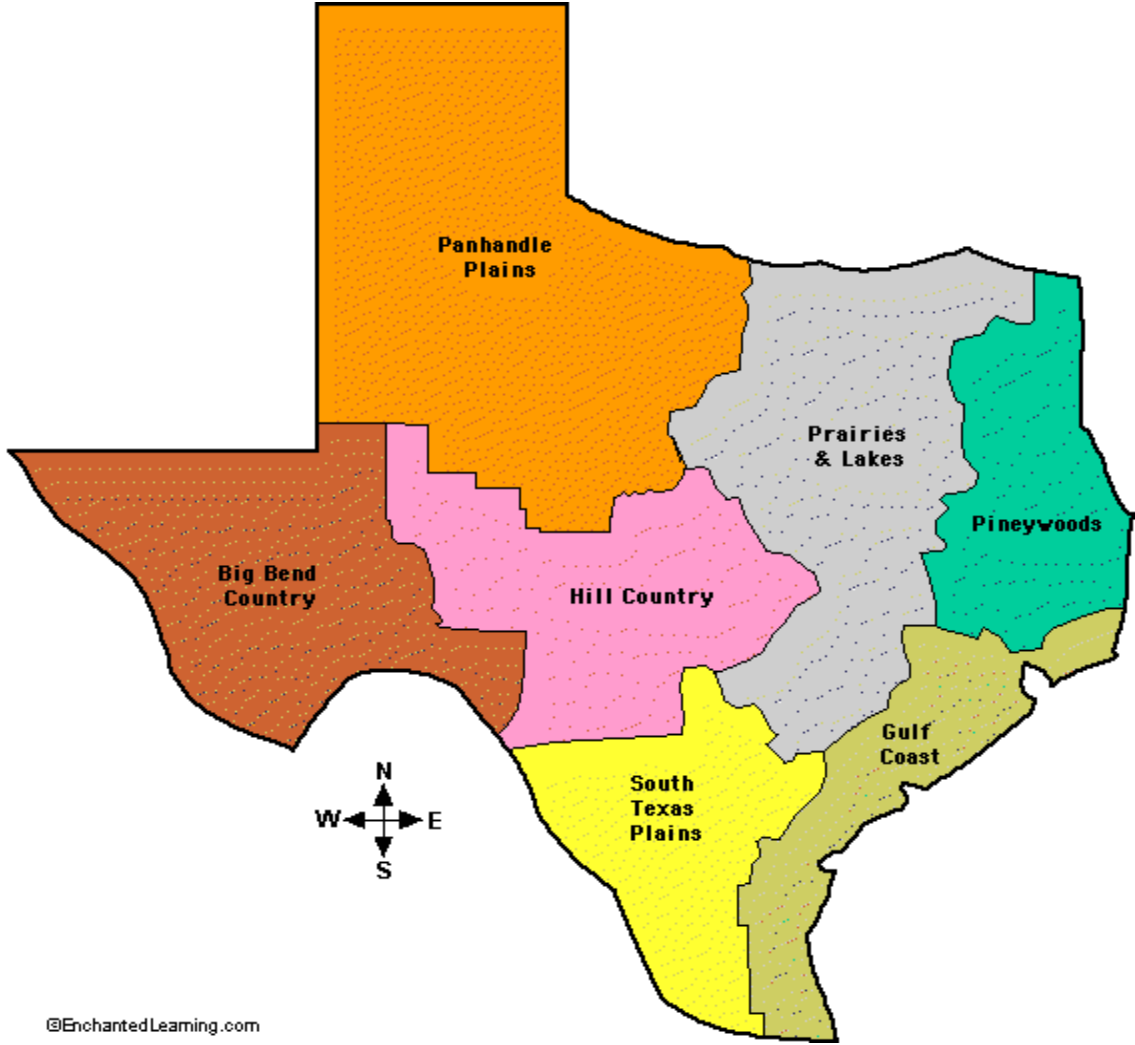
The data are presented in a user-friendly manner to allow decision makers to fully understand travel patterns in their market and to help them design specific strategies for their product.

The data are made available by D.K. Shifflet and Associates, Ltd, through its *DIRECTIONS* syndicated traveler tracking system. It provides an accurate representation of domestic travel patterns to Texas' Tourism Regions and MSAs.

Data

Texas Visitor Profile

Texas



Texas Executive Summary

Highlights of Visitors to Texas

- Texans generated 62.4% of Person-Days to the State; Non-Texans 37.6%
- Top 3 Texan origin DMAs (Dallas-Fort Worth, Houston, San Antonio); Non-Texan DMAs (Los Angeles, CA, New York, NY, Monroe, LA-El Dorado, AR)
- Leisure travel represented 77.6% of Person-Days to the State; Vacation 22.0% and Non-Vacation 55.6%
- Business travel represented 22.4% of Person-Days to the State; Meetings 9.1% and Transient 13.3%
- Activity categories participated: Attractions 18.4%, Culture 26.1%, Family/Life Events 41.1%, Libation/Culinary 22.9%, Nature 14.4%, Outdoor Sports 8.7%, General 38.3%
- Average Party Size (Adults and Children): 1.77 persons
- Average Length of Stay was 1.96 days (overnight and days); 2.47 nights (overnight only)
- 82.3% traveled by Auto; 14.9% by Air
- Average distance traveled: 436 miles
- Accommodation Type: Paid 62.8%; Non-Paid 37.0%; Other Overnight 0.2%
- Average Per Person Per Day Spending: \$125.80
- Average Age: 45.9 years
- Average Household Income: \$98,140
- Employment: Employed 70.0%, Retired 15.1%, Not Employed 14.9%
- Marital Status: Married 67.3%, Never Married 22.9%, Divorced/Widowed 9.8%
- Children in Household: Yes 36.1%, No 63.9%

Texas Executive Summary

Volume/Share

The number of Person-Stays to Texas was estimated at 266.15 million in 2016 and the volume of Person-Days was estimated at 549.48 million.

Texas Volume (millions)

Person-Days	Total	Leisure	Business
2016	549.48	407.70	141.78
2015	535.85	393.73	142.12
2014	517.73	379.85	137.89
Person-Stays	Total	Leisure	Business
2016	266.15	194.40	71.75
2015	255.98	184.63	71.36
2014	243.22	176.23	66.99

Texas Visitor Profile

TEXAS		TEXAS	
Top Origin DMAs (Person-Days)		Top Origin DMAs (Person-Days)	
In State DMAs		Out-of-State DMAs	
Total Texans (Intrastate)	62.4%	Total Non-Texans (Interstate)	37.6%
Dallas-Fort Worth	15.2%	Los Angeles, CA	1.6%
Houston	13.9%	New York, NY	1.4%
San Antonio	7.9%	Monroe, LA-El Dorado, AR	1.2%
Austin	7.4%	Kansas City, MO	1.1%
Harlingen-Weslaco-Brownsville-McAllen	5.5%	Oklahoma City, OK	1.0%
Waco-Temple-Bryan	1.9%	Denver, CO	1.0%
Odessa-Midland	1.5%	Shreveport, LA	0.9%
Amarillo	1.2%	Washington, DC (Hagerstown, MD)	0.9%
Tyler-Longview (Lufkin, Nacogdoches)	1.0%	Chicago, IL	0.9%
Laredo	1.0%	Phoenix, AZ	0.9%

Texas Visitor Profile

TEXAS		TEXAS	
Purpose of Stay (Person-Days)		Purpose of Stay (Person-Days)	
Total Leisure	77.6%	Total Business	22.4%
Vacation	22.0%	Meetings	9.1%
Getaway Weekend-Overnight	11.1%	Seminar/Training	4.4%
General Vacation-Overnight	8.6%	Convention	2.3%
Day Trip Vacation/Getaway	2.3%	Other Group Meeting	2.4%
Non-Vacation	55.6%	Transient	13.3%
Visit Friend/Relative	31.9%	Sales/Purchasing	2.9%
Special Event (celebration, reunion)	10.5%	Consulting/Client Service	2.6%
Medical/Health Care	2.1%	Construction/Repair	2.0%
Convention/Show/Conference	1.6%	Government/Military	1.3%
Seminar/Class/Training (personal)	1.0%	Inspection/Audit	0.9%
Other Leisure/Personal	8.5%	Other Business	3.5%

Texas Visitor Profile

TEXAS		TEXAS	
Activities Summary (Stays)			
Attractions (Net)	18.4%	Nature (Net)	14.4%
Nightlife (bar, nightclub, etc.)	7.1%	Parks (national/state, etc.)	6.7%
Zoo/Aquarium	3.6%	Beach/Waterfront	6.4%
Theme/Amusement/Water Parks	3.0%	Wildlife Viewing (birds, whales, etc.)	2.3%
Culture (Net)	26.1%	Outdoor Sports (Net)	8.7%
Historic Sites	7.6%	Fishing	2.8%
Movies	7.3%	Hiking	2.0%
Touring/Sightseeing	6.7%	Golfing	1.6%
Family/Life Events (Net)	41.1%	General (Net)	38.3%
Visit Friends/Relatives (general visit)	30.6%	Shopping	23.6%
Personal Special Event (Anniversary, Birthday)	5.5%	Business	6.9%
Holiday Celebration (Thanksgiving, July 4 th , etc.)	5.1%	Medical/Health/Doctor Visit	3.7%
Libation and Culinary (Net)	22.9%	Trip Party Composition (Trip-Days)	
Culinary/Dining Experience	21.8%	Avg. Party Size (Adults and Children)	1.77 persons
Winery/Distillery/Brewery Tours	2.2%	One Male Only	29.6%
		One Female Only	20.6%
		One Male and One Female	28.5%
		Two Males or Two Females	5.6%
		Three or More Adults	4.5%
		Children Present	11.1%

Texas Visitor Profile

TEXAS			TEXAS	
Length of Stay (Stays)			Accommodation Type (Person-Days)	
Average Length (Incl. Days)	1.96	days	Paid Accommodations	62.8%
Average Length (Overnight Only)	2.47	nights	Hotel/Motel	46.1%
	Day –Trips	51.0%	High-End	10.9%
	1-3 Nights	40.3%	Mid-Level	17.7%
	4-7 Nights	7.0%	Economy	14.5%
	8+ Nights	1.7%	Other Hotel/Motel	3.0%
Primary Mode of Transportation (Person-Days)			Non-Hotel/Motel	16.7%
	Air	14.9%	Non-Paid Accommodations	37.0%
	Auto Travel (Net)	82.3%	Other Overnight	0.2%
	Other Transportation (Net)	2.8%		
	Bus	2.2%		
	Train	0.3%		
	Other	0.3%		
Distance Traveled One-Way from Home (Person-Days)				
Average Distance Traveled	436	miles		
	250 Miles or Fewer	54.8%		
	251-500 Miles	15.4%		
	500-1000 Miles	14.7%		
	1001 Miles or More	15.2%		

Texas Visitor Profile

TEXAS		TEXAS	
Expenditure Summary (Person-Days)		Expenditure Summary (Person-Days)	
		Avg. Per Person Per Day Spending	\$125.80
Transportation - Total	33.0%	Transportation - Total	\$41.50
Transportation - Excluding Airfare	21.1%	Transportation - Excluding Airfare	\$26.50
Transportation - Airfare	11.9%	Transportation - Airfare	\$96.90
Transportation - Rental Car	5.2%	Transportation - Rental Car	\$42.10
Transportation - Other	15.8%	Transportation - Other	\$19.90
Food	24.6%	Food	\$30.90
Lodging - Total	18.3%	Lodging - Total	\$47.40
Lodging - Room	17.0%	Lodging - Room	\$48.90
Lodging - Services	1.3%	Lodging - Services	\$4.80
Shopping	12.9%	Shopping	\$16.30
Entertainment	7.9%	Entertainment	\$9.90
Miscellaneous	3.3%	Miscellaneous	\$4.20

Texas Visitor Profile

		TEXAS			TEXAS
Demographic Profile (Person-Days)					
Average Age		45.9	Employment		
	18-34 years	30.2%		Employed	70.0%
	35-49 years	27.9%		Retired	15.1%
	50-64 years	27.7%		Not Employed	14.9%
	65+ years	14.2%			
Marital Status					
Average HH Income (in \$1,000)		\$98,140		Married	67.3%
	Under \$25,000	8.7%		Never Married	22.9%
	\$25,000-\$49,999	21.0%		Divorced/Widowed	9.8%
	\$50,000-\$74,999	17.8%			
	\$75,000-\$99,999	14.4%	Children in Household		
	\$100,000-\$149,999	20.7%		Yes	36.1%
	\$150,000+	17.4%		No	63.9%

Appendix

Basic Units of Measure

The majority of data in the report is presented in travel person "days," also referred to as "Person-Days." The use of "days" accounts for the difference in party size and travel duration between travel parties. For example, each person does not spend the same amount of time at a travel destination. One person may stay for one day while another stays for eight days, each generating different revenue and economic impacts; therefore, "Person-Days" based data captures a fuller impact of a person's travel and represents a more comprehensive understanding of the competitive destinations market. "Person-Days" includes Day-Trips of over 50 miles one-way as well as overnight trips. Overnight trips are converted to "days" by adding to the number of nights a "day" factor.

"Person-Stays" represents the measure of the travel industry for which one person accounts for one trip regardless of trip length. "Person-Stays" is used to estimate travel volume. While "Person-Stays" does not capture the full impact of a person's travel, volume in "Person-Stays" is widely used in the industry. The estimated volume therefore allows comparison with other industry sources. "Person-Stays" includes Day-Trips of over 50 miles one-way and overnight trips.

"Trip-Days" represents the number of travel days spent in the market, regardless of the number of people in the travel party, and allows trips of longer length by any particular trip party type to have a greater weight than shorter trips. This measure is used to report trip party composition.

User's Guide

Volume/Share of Travel:

The volume of travel is estimated as the number of Person-Stays as well as the number of Person-Days at a specific destination. The share of travel is the percentage of total Person-Days to Texas accounted for by a specific destination. This information is helpful in assessing the relative volume of travel to specific destinations.

Designated Market Area (DMA):

A DMA is geographic area defined by Nielson Media Research, Inc. for what is commonly known as a television broadcast market. Every U.S. county is one and only one DMA. The data present a list of top Texas origin DMAs as well as Non-Texas origin DMAs. Some Texas DMAs are larger than 50 miles and include out-of-state counties. This information is very useful when evaluating advertising markets.

Purpose of Stay:

The primary reasons for visiting a destination are outlined. Business Person-Days are divided into Group Meetings (e.g., conventions/seminars) and Transient Business (e.g. sales/consulting). Leisure Person Days are segmented into Leisure Vacation (e.g., general vacation/getaway weekend) and Leisure Non-Vacation (e.g., visiting friends and relatives/special event). They are also segmented by activities that are grouped in various categories, such as: Attractions, Outdoor Sports, Nature, Culture, and Touring. Information on purpose of stay and activities is useful in understanding travel motivations and has direct implications for advertising messages.

Travel Party Composition/Length of Stay:

Trip Party Composition is defined as the makeup of people in the immediate travel party. Trip Party Compositions include the following segments: adults traveling with children (families), couples (one male/one female), one male alone, one female alone, or other adult combinations. The Length of Stay is distributed into Day-Trips, short trips (1-3 nights), medium trips (4-7 nights), and long trips (8+ nights). Information obtained from Trip Party Composition and Length of Stay helps profile the traveler. Both measures are strongly related to the purpose of stay. For instance, the Transient Business person (e.g., salesperson) generally travels alone and has a shorter trip length.

User's Guide

Expenditures:

Data on expenditures represent direct spending per person per day for six expenditure categories: transportation, food/drink, entertainment, shopping, accommodations, and other miscellaneous expenditures. Expenditure information is critical in assessing the direct economic impact of visitors.

Mode of Transportation/Distance Traveled:

The primary modes of transportation include air, car, bus, train, van/small truck, and camper/RV. The distance traveled (one-way) from home is categorized into short distances (less than 250 miles), medium distances (251 to 500 miles; 501 to 1,000 miles), and long distances (1,001 miles or more). This information is useful in deciding on advertising vehicles and communication reach.

Type of Accommodations:

The proportion of Day-Trips versus one or more nights travel is shown. Lodging types are distributed into paid accommodations (i.e., hotel/motel and non-hotel/motel) and non-paid accommodations. The strength of the hotel/motel market is compared to other paid and non-paid accommodations.

Demographic Profile:

Visitors' age, income, and employment status are key to determining the socioeconomic profile of visitors.

Statistical References

Confidence Interval

The confidence interval table indicates how well the data, based on a sample, reflects the entire population of travelers. The smaller the interval, the more relevant the data and the greater confidence we have that the sample number represents the population. Percentage Findings in Report or Data Tables as follows:

Total Travel	Sample Size for 2016	At or near 2% or 98%	At or near 5% or 95%	At or near 10% or 90%	At or near 25% or 75%	At or near 50%
Total Texas	5,507	0.2%	0.4%	0.6%	0.8%	1.1%

Research Methodology

DKSA's **TRAVEL PERFORMANCE/MonitorSM** is a comprehensive study measuring the travel behavior of US residents. DKSA contacts 50,000 distinct U.S. households monthly and has done so since 1991. DKSA is able to provide current behavior and long term trended analyses on a wide range of travel.

DKSA data are collected using an online methodology employing KnowledgePanel®, an address based sample panel offered by Knowledge Networks. The sample is drawn as a national probability sample and returns are balanced to ensure representation of the U.S. population according to the most recent U.S. Census. Key factors used for balancing are Origin State, Age, Income, Education, Gender, Ethnicity/race and return rates. The Knowledge Networks sample is used to create benchmark weights which are applied to surveys returned from other managed panels used by DKSA.

Both traveling and non-traveling households are surveyed each month enabling DKSA to generate the best estimate of travel incidence (volume) within the total U.S. population. Among those who have traveled (overnight in the past three months, and daytrips in the past month) details of their trip(s) are recorded for each month. This overlapping, repeating monthly approach boosts the observed number of trips for each travel month and controls for seasonality and telescoping biases.

"Travel" is defined as either an overnight trip defined as going someplace, staying overnight and then returning home or as a day trip defined as a place away from home and back in the same day. Respondents report travel behavior for each stay of each trip; an approach that enhances reporting for specific travel events, activities and spending.

A wide variety of general travel information is collected including travel to destinations at a city level, hotel stayed in, purpose of stay and activities, expenditures, mode of transportation, party composition, length of stay, travel agent and group tour usage, satisfaction and value ratings, and demographics, including origin markets.

Several questions are asked as open-ends to ensure that the responses are not influenced by a pre-listed set of response categories. Each respondent identifies the actual destination visited with an open-end response. This is particularly significant for obtaining accurate data for smaller cities and counties and representing total travel. This increases time and expense to accurately capture these responses but quality requires it.

Extensive coding lists are updated regularly to ensure that all data is recorded accurately. DKSA's Quality control committee conducts bi-monthly meetings to review survey results and examine methods to maintain and improve quality control.

About DKSA

D.K. Shifflet & Associates Ltd. is the leading U.S. consumer travel research firm. DKSA is located in McLean, VA and has, for the last 27 years, provided the industry's most complete consumer based travel data on U.S. residents and their travel worldwide. Our clients include destination marketing organizations, theme parks, credit cards, auto clubs, hotel chains and more.