

Washington State
Travel Impacts & Visitor Volume
2000 - 2017p

May 2018

Prepared for the

Washington Tourism Alliance

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Prepared by

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Preface

The purpose of this study is to document the economic significance of the travel industry in Washington from 2000 through 2017. These findings show the level of travel spending by those traveling to and through the state, and the impacts this spending has on statewide and local economies.

The 2017p estimates are preliminary and subject to revision. In compiling the 2000-2017p report, a number of historical revisions and methodology adjustments have been made based on new availability of revised source data for cities and counties across the state. These findings show the level of travel spending by those traveling to and through the state and the impact this spending has on the economy in terms of earnings, employment, and tax revenue. Other estimates provided in this report include overnight visitor volume, average daily spending by type of visitor, travel industry gross domestic product and comparisons with other export-oriented industries in Washington State.

The methodology used to compile this report will continue to evolve as advancements in data collection and reporting become available, which may affect historical trends. Future iterations of the report will be updated and improved accordingly.

This study was prepared for the Washington Tourism Alliance.

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Executive Summary

This report provides detailed statewide travel impact estimates for Washington from 2000 to 2017 and estimates of U.S. travel, derived primarily from the Bureau of Economic Analysis Travel and Tourism Satellite Accounts. All estimates for 2017 preliminary.[1]

The Washington State travel industry continued to grow in 2017. Spending, employment and tax revenue all grew at a rate that was similar to the preceding year.

- **Total Spending.** Travel spending in Washington State increased by 7.0 percent in current dollars and 5.8 percent in real (inflation-adjusted) dollars in 2017. Room rates increased by 3.0 percent (STR, Inc.) while motor fuel prices increased by 15 percent. Real travel spending has increased for eight consecutive years.
- **Visitation.** The total number of overnight person-trips (42.4 million) increased by 3.6 percent in 2017, similar to the preceding year. The preliminary estimate of visitor air travel on domestic flights to Washington (7.8 million) increased by 7.8 percent. Room demand increased by 5.2 percent (STR, Inc.).
- **Tax Receipts.** State and local tax receipts were \$2.1 billion in 2017, an 4.8 percent increase over 2016. This is equivalent to \$730 for every resident household, or about 5 percent of state and local tax revenue. This includes \$1.4 billion in tax revenues directly related to the purchases of visitors (\$490 per household). An additional \$693 million in tax revenues is attributable to travel industry employees and businesses (\$240 per household).
- **Employment.** Travel-generated employment (182,700 in 2017) increased by 2.9 percent, the seventh consecutive year of employment growth. Since 2010, employment has increased by 2.8 percent per year.
- **International Travel.** Spending by international visitors to Washington State was \$1.9 billion in 2017, a slight decrease from 2016 in current dollars. Both a decrease in overseas visitation and the strong U.S. dollar (see page 3) has reduced the international share of visitor spending in Washington State over the past three years.
- **Average Spending.** Overnight visitors to Washington State spent on average \$117 per person-day and \$352 per person-trip. Overnight visitors that stayed in hotels, motels, short term vacation rentals and other non-camping paid accommodations spent \$222 per person-day and \$546 per person-trip. These overnight guests accounted for one-half of all visitor spending in the state.

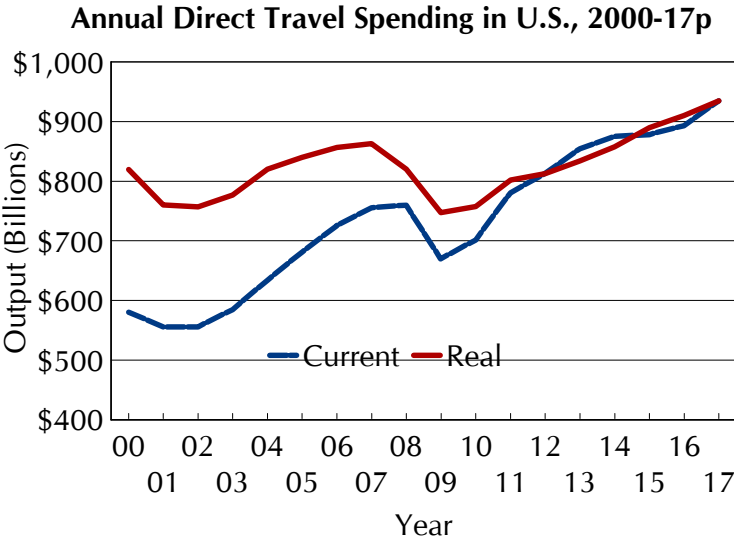
1. Estimates for 1991 through 1999 and other years not reported are available upon request.

I. U.S. TRAVEL

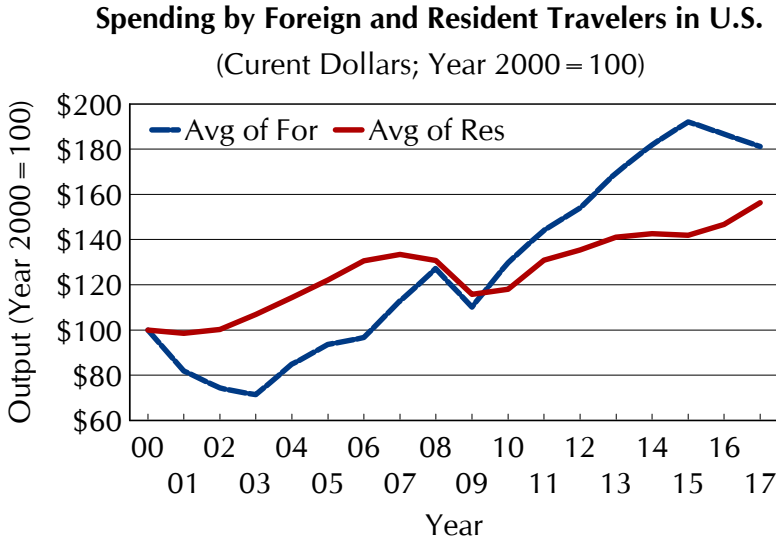


The national level data in this section focuses on visitor spending trends in current and real dollars, resident and foreign visitor spending in the U.S., and trends in travel-generated employment.

The following two graphs are derived from the Bureau of Economic Analysis Travel and Tourism Satellite Accounts*. Both graphs show direct tourism output for the United States - spending by resident and foreign visitors. The 2017 values are based on the full year.



Spending by resident and foreign visitors was \$933 billion in 2017 in current dollars. This represents a 3.0 percent increase over 2016. When adjusted for changes in prices (real dollars), spending increased by 2.3 percent from 2016 to 2017 compared to a 4.7 percent increase for the preceding year.



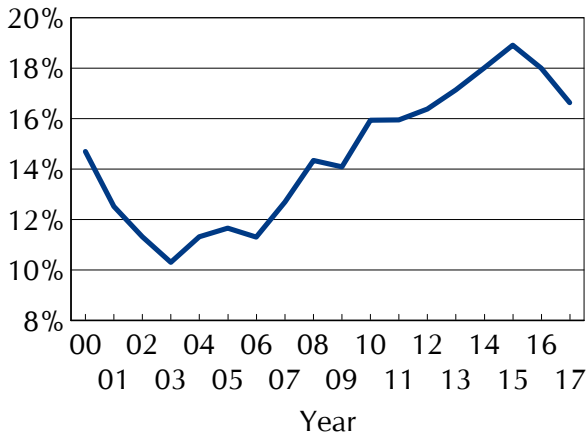
The bottom chart compares the change in current dollar spending by resident and foreign visitors since 2000. In 2017, the increase in spending by resident visitors (4.7 percent) compares to a 2.0 percent decrease in non-resident spending. Visitor spending by non-residents increased by 5.2 percent from 2014 to 2015.

Note: Foreign visitor spending does not include expenditures on health and educational services or expenditures by short term seasonal workers.

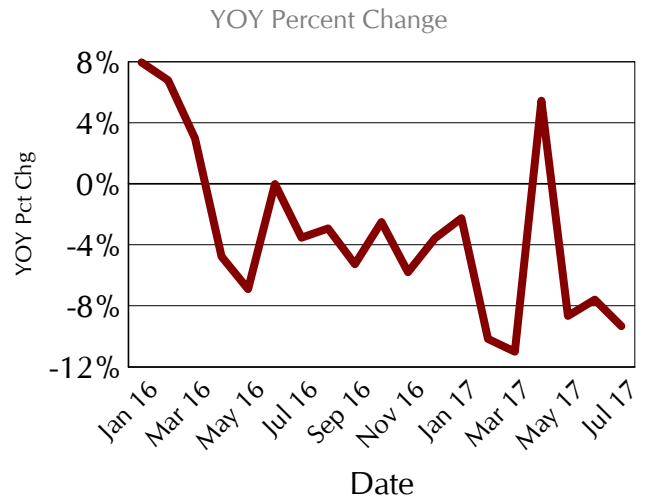
*See <http://www.bea.gov/industry/index.htm#satellite>.

The foreign share of U.S. internal travel declined by almost a full percentage point from 2016 to 2017 (18.2 percent to 17.2 percent). This has been due to two factors. First, the source data for overseas arrivals is under review by the NTTO*. There will be a future revision to correct mis-counting of foreign visitors. Secondly, the value of foreign currencies has fallen relative to the U.S. dollar. This not only discourages travel to the U.S., but also means that foreigners that do travel to the U.S. have less money to spend on goods and services.

Foreign Share of U.S. Internal Travel Spending



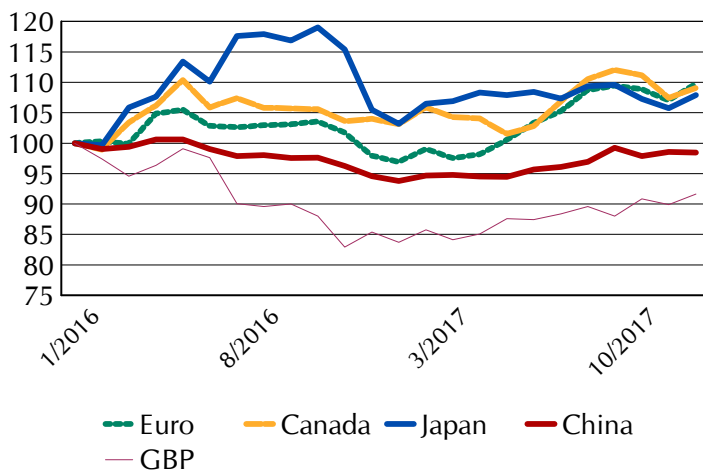
Overseas Arrivals



Note: Internal travel does not include spending on international airfares to U.S. carriers.

Relative Value of Selected Foreign Currencies compared to U.S. Dollar

Monthly Averages, Jan 2016 through December 2017



Sources:

Foreign Share of U.S Internal Travel: Bureau of Economic Analysis Travel & Tourism Satellite Accounts and International Transactions.

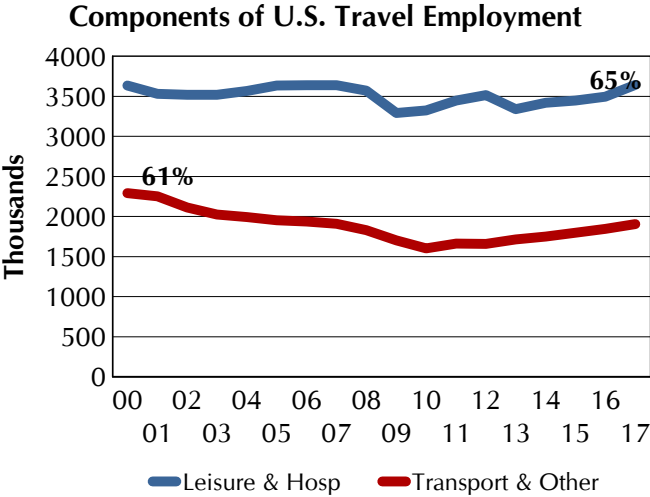
Overseas Arrivals: National Travel and Tourism Office, U.S. Department of Commerce. *Link to revision press release. <https://bit.ly/2JTgmH1>

Relative Value of Selected Foreign Currencies: USForex, Inc. (www.usforex.com)

The following two graphs show employment trends since 2000 and the composition of travel industry employment since the recession. The first graph shows that travel-generated employment recovered from the 2008-09 recession by 2013, and has continued to grow on an upward trend. Leisure and hospitality employment was 3.5 million in 2017 or 65 percent of total travel industry employment, compared to 3.6 million in 2000 or 61 percent of the total. Most of this growth was due to food services employment. However, employment in transportation and other industries declined over the same period from 2.3 million to 1.8 million, mostly due to decreased employment in the airline and related transportation industries.



Source: Bureau of Economic Analysis Travel & Tourism Satellite Accounts.



Source: Bureau of Economic Analysis Travel & Tourism Satellite Accounts. Leisure & hospitality includes accommodations, food services, and arts, entertainment & recreation. Transportation and other includes retail and all other industries.

II. WASHINGTON TRAVEL IMPACTS



Recent Travel Trends in Washington

Direct Travel Impacts, 2010-2017p

	2010	2012	2014	2015	2016	2017	Ave. Annual %Chg.	
							16-17	10-17
Spending (\$Billions)								
Total (Current \$)	16,282	18,069	19,646	20,546	21,839	23,372	7.0%	5.3%
Other	3,009	3,549	3,942	4,186	4,564	4,958	8.6%	7.4%
Visitor	13,273	14,519	15,704	16,360	17,275	18,414	6.6%	4.8%
Non-transportation	9,577	10,439	11,543	12,327	13,203	13,959	5.7%	5.5%
Transportation	3,696	4,080	4,160	4,032	4,072	4,455	9.4%	2.7%
Earnings (\$Billions)								
Earnings (Current \$)	4,617	5,147	5,839	6,303	6,968	7,655	9.9%	7.5%
Employment (Thousands)								
Employment	150.5	154.9	164.2	169.4	177.6	182.7	2.9%	2.8%
Tax Revenue (\$Billions)								
Total (Current \$)	2,264	2,394	2,768	2,988	3,282	3,485	6.2%	6.4%
Local Tax Receipts	565	619	710	773	857	901	5.1%	6.9%
Visitor	353	388	446	488	537	580	8.1%	7.4%
Business or Employee	212	231	264	284	320	320	0.2%	6.1%
State Tax Receipts	803	880	970	1,045	1,154	1,208	4.7%	6.0%
Visitor	568	620	674	721	786	835	6.3%	5.7%
Business or Employee	236	260	296	325	368	373	1.3%	6.8%
Federal	895	895	1,088	1,170	1,271	1,376	8.2%	6.3%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

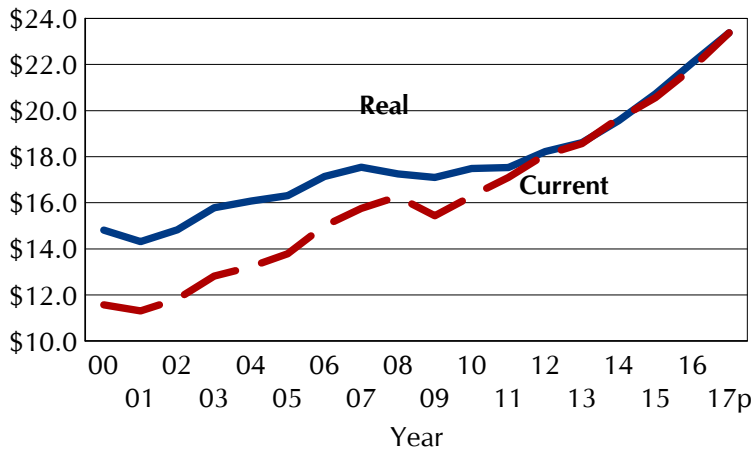
Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, business & occupation tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

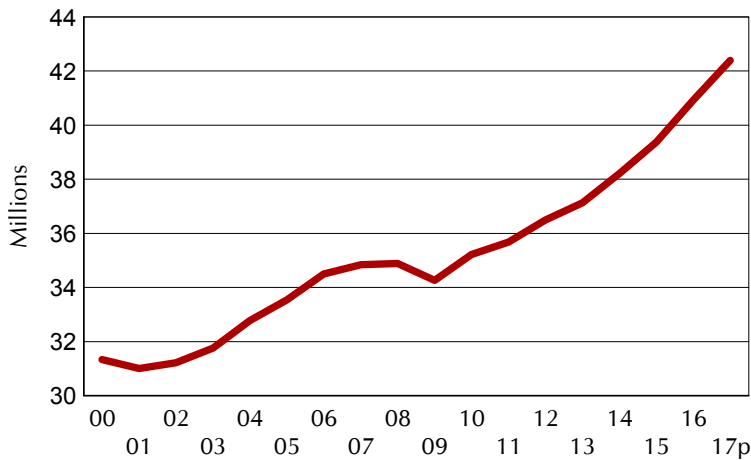
Travel Spending (Millions)



The top graph shows travel spending in current dollars (no inflation adjustment, red line) and real dollars (adjusted for inflation, blue line). In real dollars, travel spending increased by 5.8 percent from 2016 to 2017. In current dollars, spending increased by 7.0 percent.

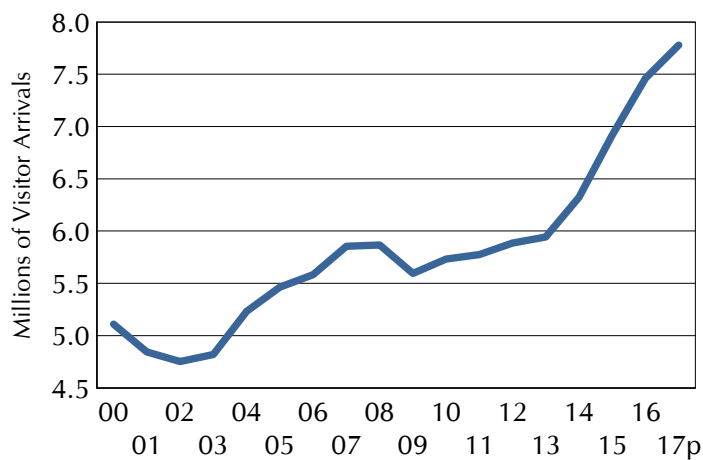
Sources: Bureau of Labor Statistics CPI, STR Inc., Energy Information Administration and Bureau of Transportation Origin and Destination Survey.

Overnight Person Trips



Overnight person trips increased 3.6 percent from 2016 to 2017p. Since 2010, overnight person trips have increased by 2.6 percent per year. *(A more detailed breakout of overnight visitor volume is shown on next page)*

Visitor Air Arrivals (Millions)

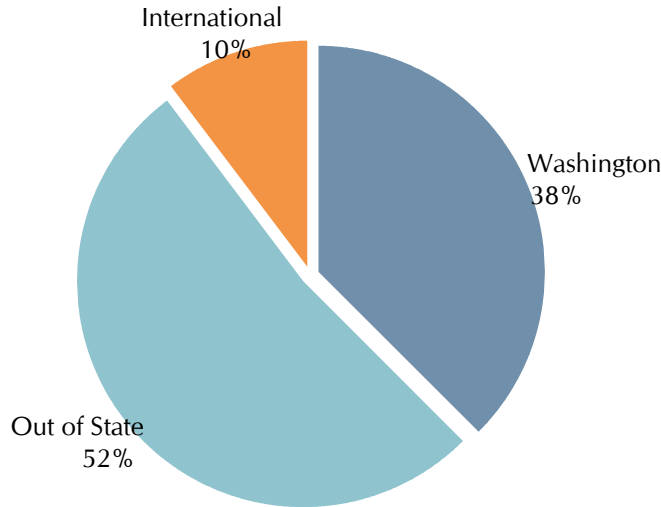


Visitor air arrivals on domestic airlines are shown in the bottom graph for the years 2000 through 2017p. Visitor arrivals increased by 4.3 percent in the most recent year following a 7.8 percent increase from 2015 to 2016.

Source: Bureau of Transportation Origin and Destination Survey

International Travel to Washington State and Visitor Origin

Visitor Spending in Washington by Origin, 2017p



In recent years, residents of other states and countries have accounted for about two-thirds of all visitor spending in Washington State - ten percent international and fifty-two percent other states in the U.S. (See pie chart, left.)

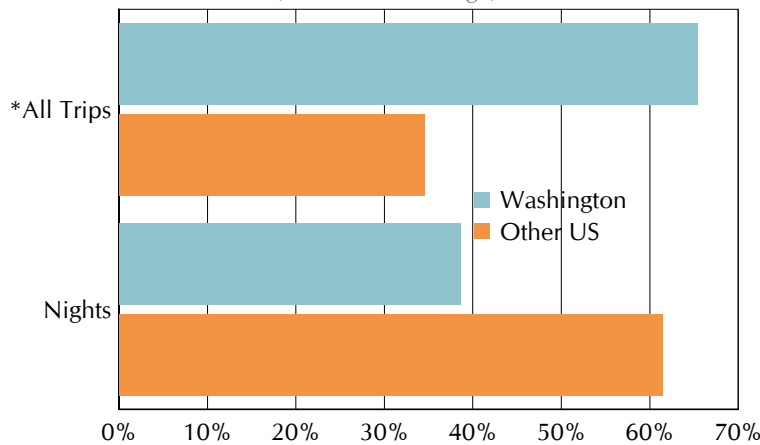
Even though residents of Washington State generate only about one-third of all visitor spending, they comprise almost two-thirds of all trips to destinations within Washington State (bottom bar, middle graph). Most spending is attributable to overnight stays, and out-of-state visitors tend to have longer lengths of stay.

Note: The estimates for Washington resident and non-resident travel were calculated by Dean Runyan Associates from TNS TravelsAmerica survey data.

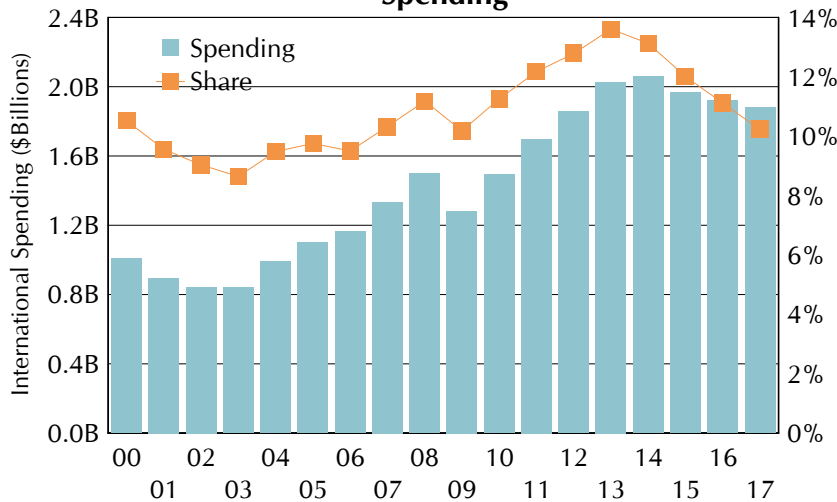
**All-Trips include day & overnight.*

Domestic Travel

(2012-2015 Average)



International Travel Spending



Spending by foreign residents decreased slightly in 2017 due to fewer overseas arrivals and the strong U.S. dollar. (See page 3 of National section of this report.)

Note: Estimates by Dean Runyan Associates based on Bureau of Economic Analysis International Transactions and international arrival data from the National Travel and Tourism Office.

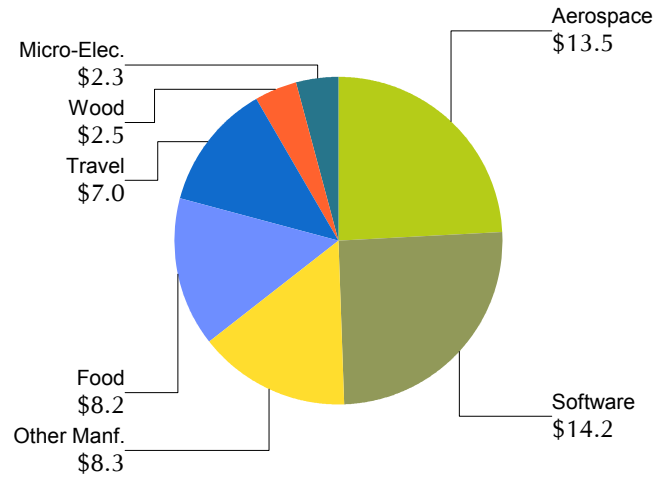
Washington State Export Industries

Export-oriented industries are those industries that primarily market their products and services to other regions, states or nations.

Agriculture, extractive industries (forestry, mining) and manufacturing are the best examples of export-oriented industries. In addition, professional and business services are often export-oriented. The travel industry is also an export-oriented industry because goods and services are sold to *visitors*, rather than residents. The travel industry injects money into the local economy, as do the exports of other industries.

Earnings of Export-Oriented Industries

(2016 \$Millions)

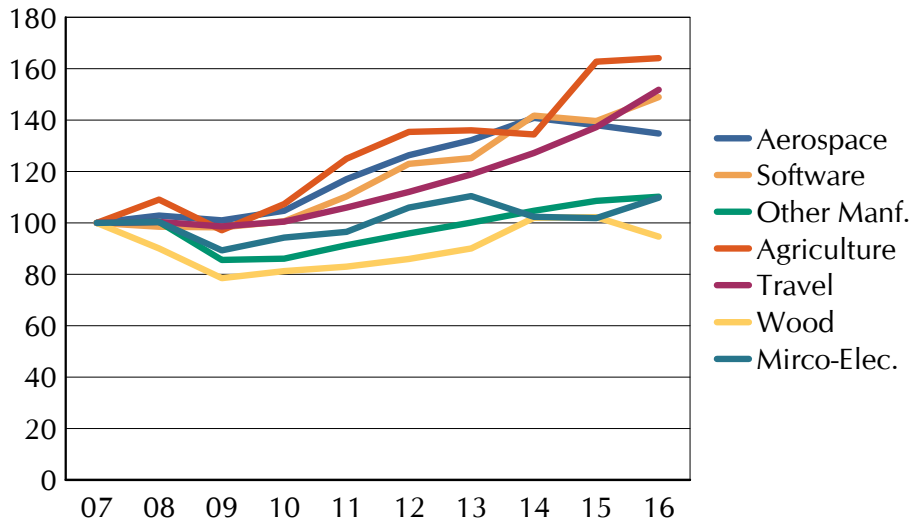


Note: Data only available through 2016

Exports are not necessarily more important than locally traded goods and services. However, diverse export-oriented industries in any economy are a source of strength - in part because they generate income that contributes to the development of other local services and amenities. Such industries characterize the “comparative advantage” of the local economy within larger regional, national, and global markets.

Change in Earnings of Export-Oriented Industries

Year 2007 = 100



Note: Data available through 2016

Estimates calculated by Dean Runyan Associates from earnings and payroll data reported by Bureau of Economic Analysis and Bureau of Labor Statistics. *Other Manufacturing includes all manufacturing industries not included in aerospace, agriculture/food, forestry & wood, and microelectronics. Food & beverage processing included in Agriculture/Food category. Wood and paper products included in Forestry & Wood category.

Travel-Generated Government Revenue

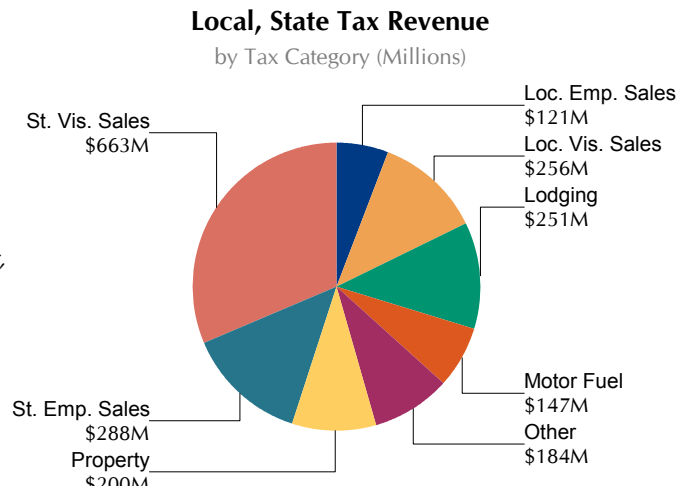
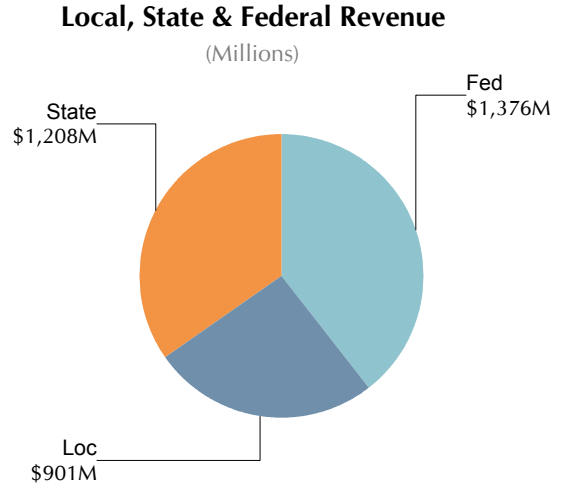
Travel spending in Washington state generated \$3.5 billion in local, state, and federal tax collections in 2017. The estimated federal tax receipts are comprised of the motor fuel excise tax, airline ticket taxes, and payroll and income taxes.

Slightly over \$2.1 billion local and state tax revenues were collected in 2017. Sales, lodging, motor fuel and auto rental tax receipts attributable to visitor spending accounted for about two-thirds of all state and local tax revenue.

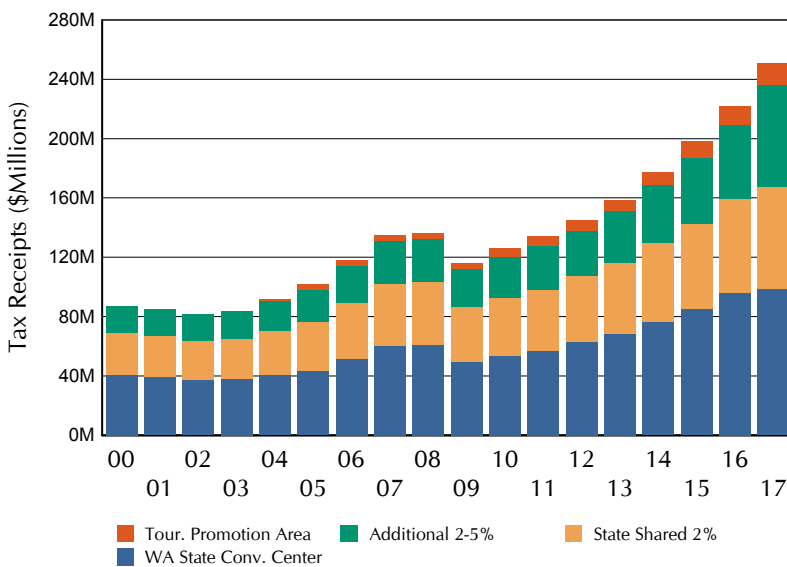
Travel-generated local and state tax revenues represent roughly five percent of all local and state tax revenues. Direct taxes on visitors generated \$490 for each Washington household in 2017. Taxes on residents (travel industry employees and businesses) generated an additional \$240 per household.

Property taxes include the taxes paid by businesses and travel industry employees (households). State and local employee sales taxes are those taxes attributed to the earnings of travel industry employees.

Other taxes include passenger facility charges collected at airports, business and occupation taxes, and local, state, and airport auto rental taxes.



Transient Lodging Tax Receipts in Washington State



Lodging Tax Revenues, 2017p

	2017
Total	\$250.7
WA State Conv. Center	\$99.0
State-Shared 2%	\$68.8
Additional 2-5%	\$68.6
Tour. Promotion Area	\$14.4

Detailed Economic Impact

The detailed direct travel Impact estimates shown below do not include secondary (indirect and induced) impacts. An estimate of one-way airfare to Washington State is included for those visitors traveling to Washington by air.

Washington State Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	9,574	11,278	13,273	14,519	15,704	16,360	17,275	18,414
Other Travel*	1,995	2,509	3,009	3,549	3,942	4,186	4,564	4,958
Total	11,569	13,787	16,282	18,069	19,646	20,546	21,839	23,372

Visitor Spending by Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	1,580	1,746	2,078	2,303	2,729	3,028	3,363	3,556
Food Service	2,159	2,729	3,298	3,635	4,043	4,331	4,684	5,046
Food Stores	689	827	965	1,067	1,149	1,206	1,224	1,259
Local Tran. & Gas	1,259	1,800	2,239	2,590	2,561	2,304	2,338	2,615
Arts, Ent. & Rec.	1,281	1,450	1,540	1,633	1,737	1,813	1,914	2,006
Retail Sales	1,534	1,589	1,695	1,801	1,884	1,950	2,018	2,092
Visitor Air Tran.	1,071	1,135	1,457	1,490	1,599	1,728	1,734	1,840
Total	9,574	11,277	13,273	14,519	15,703	16,359	17,275	18,414

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,360	1,661	1,919	2,111	2,357	2,516	2,756	2,971
Arts, Ent. & Rec.	717	790	779	808	930	980	1,037	1,090
Retail**	316	364	397	422	469	503	516	556
Ground Tran.	182	228	256	261	285	303	325	356
Visitor Air Tran.	293	321	350	389	448	517	599	707
Other Travel*	633	847	916	1,156	1,350	1,484	1,735	1,976
Total	3,500	4,212	4,617	5,147	5,839	6,303	6,968	7,655

Industry Employment Generated by Travel Spending (Thousand Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	67	73	72	75	80	82	87	88
Arts, Ent. & Rec.	42	39	38	39	40	41	43	44
Retail**	16	16	15	16	17	17	17	18
Ground Tran.	8	10	9	9	9	9	9	10
Visitor Air Tran.	5	5	4	5	5	6	6	7
Other Travel*	15	12	11	12	13	14	16	17
Total	153	154	151	155	164	169	178	183

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	375	464	565	619	710	773	857	901
Visitor	221	277	353	388	446	488	537	580
Business or Employee	154	187	212	231	264	284	320	320
State Tax Receipts	593	710	803	880	970	1,045	1,154	1,208
Visitor	410	489	568	620	674	721	786	835
Business or Employee	183	221	236	260	296	325	368	373
Federal Tax Receipts	663	801	895	895	1,088	1,170	1,271	1,376
Total Direct Tax Receipts	1,630	1,975	2,264	2,394	2,768	2,988	3,282	3,485

Details may not add to totals due to rounding. *Other Travel includes resident air travel, travel arrangement & reservation services, and convention & trade show organizers. **Retail includes gasoline.

Overnight Visitor Volume and Average Spending

Overnight visitor volume figures for Washington are based on the economic findings of this report and other source data. Although volume estimates derived from different methodologies and source data will necessarily vary to some extent, it should be noted that the overnight volume estimates reported here are consistent with other data, such as room demand, visitor air travel and other visitor surveys.

Visitor Spending by Type of Traveler Accommodation (\$Million), 2017p

	2000	2005	2010	2012	2015	2016	2017
Destination Spending	9,574	11,278	13,273	14,519	16,360	17,275	18,414
Hotel, Motel, STVR*	4,729	5,598	6,569	7,271	8,741	9,491	10,187
Private Home	2,298	2,666	3,220	3,428	3,627	3,673	3,871
Campground	386	434	497	559	548	557	584
Vacation Home	153	174	196	207	217	224	232
Day Travel	2,009	2,406	2,791	3,055	3,226	3,330	3,540

Average Expenditures for Overnight Visitors, 2017p

by Type of Accommodation and Mode of Transportation

	Travel Party		Person		Party Size	Length of Stay (nights)
	Day	Trip	Day	Trip		
All Overnight						
All Overnight	\$264	\$810	\$117	\$351	2.3	3.1
Other Overnight	\$157	\$527	\$57	\$192	2.8	3.3
Private Home	\$127	\$451	\$58	\$200	2.3	3.6
Hotel, Motel, STVR*	\$494	\$1,238	\$221	\$543	2.3	2.5
Air Transportation						
Private Home	\$212	\$1,262	\$122	\$725	1.7	6.0
Hotel, Motel, STVR*	\$545	\$1,736	\$295	\$938	1.8	3.2
Other Transportation						
Private Home	\$94	\$289	\$40	\$122	2.4	3.1
Hotel, Motel, STVR*	\$471	\$1,080	\$196	\$447	2.4	2.3

Overnight Visitor Volume, 2015-2017p

	Person-Nights (Million)			Party-Nights (Million)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	40.7	43.6	46.1	18.3	19.5	20.6
Private Home	64.4	65.6	66.7	29.6	30.0	30.6
Other Overnight	13.8	14.1	14.3	5.0	5.1	5.2
All Overnight	118.9	123.2	127.0	52.9	54.6	56.4

	Person-Trips (Million)			Party-Trips (Million)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	16.5	17.7	18.7	7.3	7.8	8.2
Private Home	18.7	19.0	19.4	8.3	8.4	8.6
Other Overnight	4.1	4.2	4.3	1.5	1.5	1.5
All Overnight	39.4	40.9	42.4	17.1	17.7	18.4

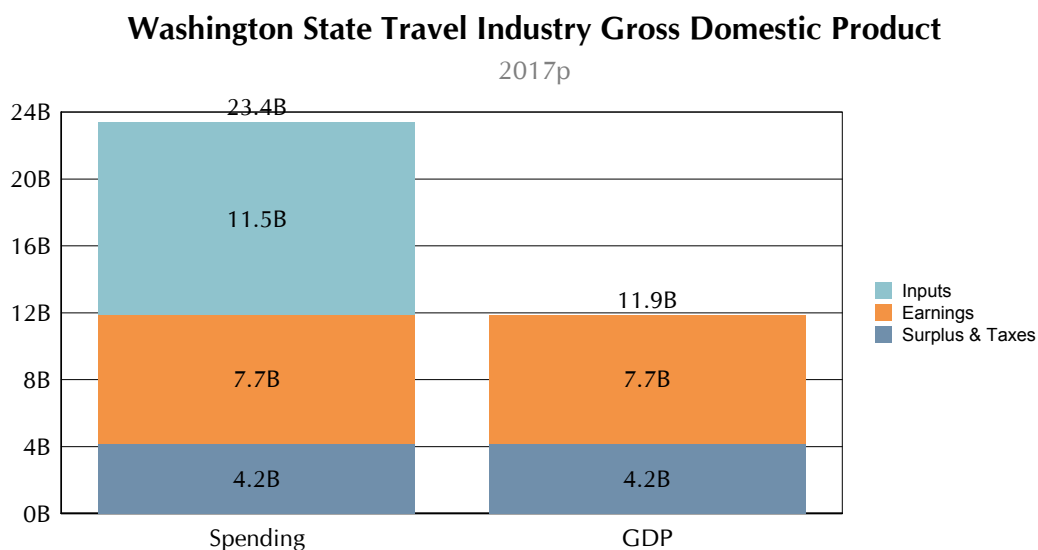
*STVR is equivalent to short term vacation rentals

Washington State Travel Industry Gross Domestic Product

Gross Domestic Product (GDP) is often used as a measure of an industry's economic size or value. In concept, industry GDP is equal to gross output (sales or receipts) minus intermediate inputs (the goods and services purchased from other industries). GDP is always smaller than output or sales because GDP measures only the "value added" of an industry and does not include the cost of the inputs that are also necessary to produce a good or service.

More than half of all travel spending in Washington can be attributed to intermediate inputs and goods resold at retail. Intermediate inputs cover a range of goods and services that are purchased by travel industry businesses for the purpose of creating a product or service for the traveler. For example, lodging establishments purchase cable television services. Restaurants purchase food and beverages from vendors. In both cases, these inputs are classified as the GDP of other industries. In addition, travel spending occurs at many retail establishments where the goods purchased from the retailer are purchased as finished goods from suppliers. These resold goods are also counted as products of other industries. This would include motor fuel, groceries, and most of the commodities sold at retail establishments.

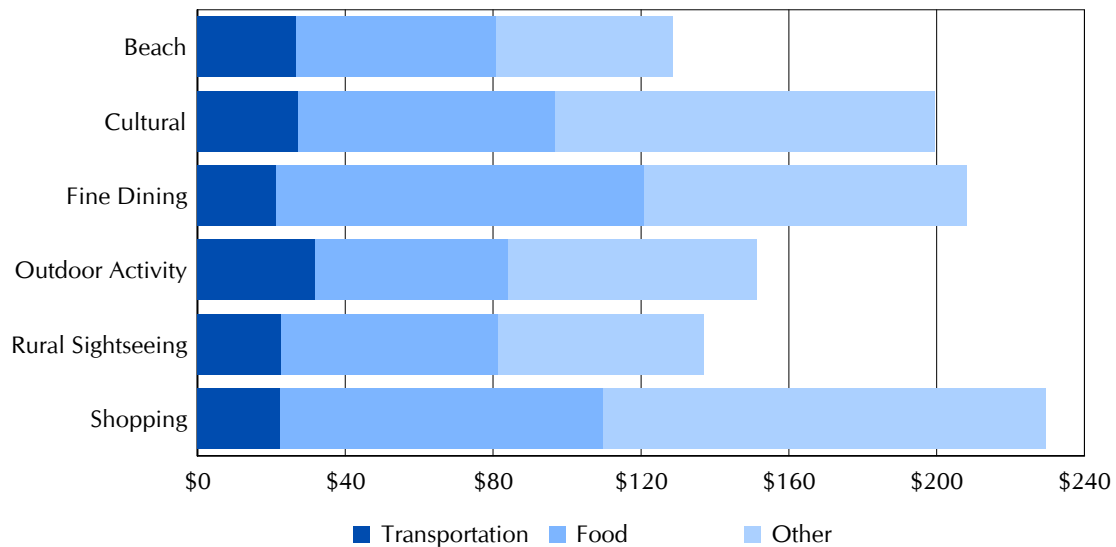
Estimates of travel spending and travel industry GDP are shown in the chart below. Washington travel industry GDP amounted to \$11.9 billion in 2017p. In recent years, the state travel industry GDP has represented more than two percent of total state GDP.



Washington Day Travel, 2017p

Visitor volume and average daily spending estimates for day travel to specific destinations within Washington are not provided in this report because of data limitations. Day travel often involves expenditures in multiple locations. For example, a day trip from Ellensburg to Seattle may entail expenditures on food and motor fuel in different intermediate locations on the trip. In addition, the magnitude and type of expenditures are very much related to the purpose of day travel and the activities engaged on the trip. Finally, it is difficult to provide meaningful estimates of day travel visitor volume relating to specific destinations because of the fact that day trips involve travel to and through multiple locations (e.g., counties).

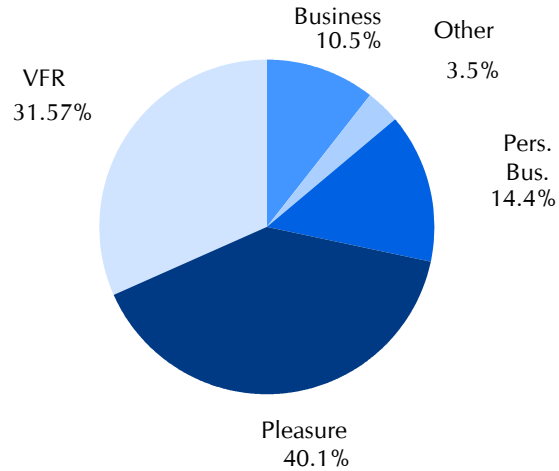
The following charts and tables provide information on day travel to destinations in Washington broken out by trip activity and trip purpose. Trip activities are shown below. In general, the greater levels of average daily spending for cultural, dining and shopping activities reflect day trips to urban areas. Many important day trip activities, such as visits to wineries and gaming, are not shown because of insufficient data.



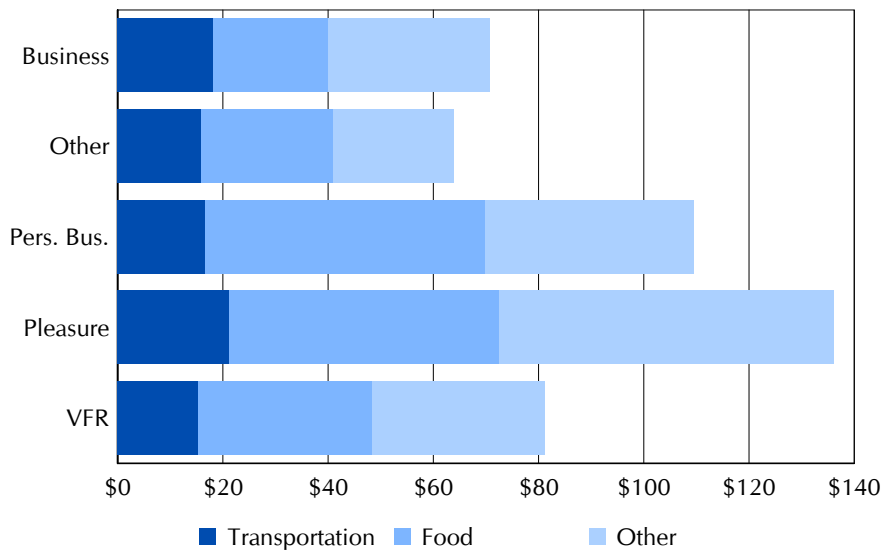
	Total	Transp.	Food	Other	Party Size
Beach	\$128.7	\$26.5	\$54.4	\$47.8	2.9
Cultural	\$199.4	\$27.4	\$69.4	\$102.7	2.8
Fine Dining	\$208.1	\$21.3	\$99.6	\$87.3	2.3
Outdoor Activity	\$151.4	\$31.8	\$52.3	\$67.3	2.6
Rural Sightseeing	\$136.8	\$22.7	\$58.7	\$55.4	2.8
Shopping	\$229.6	\$22.5	\$87.5	\$119.6	2.7

Sources: TNS Travels America and Dean Runyan Associates

Purpose of Trip, 2017p



Many day travelers, such as those visiting friends and relatives, do not report an activity on their trip. For this reason, spending by trip purpose is lower than the average spending shown for activities.



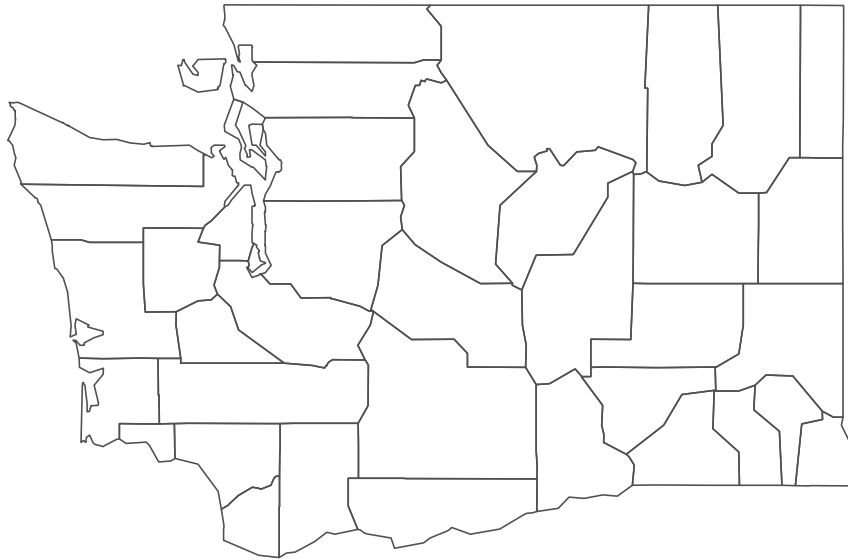
(Because travelers may engage in more than one activity, or none at all, the activity distribution is not shown.)

Sources: TNS TravelsAmerica and Dean Runyan Associates.

	Total	Transp.	Food	Other	Party Size
Business	\$70.8	\$18.1	\$22.0	\$30.6	1.6
Other	\$63.9	\$16.0	\$25.0	\$22.9	1.9
Pers. Bus.	\$109.6	\$16.6	\$53.4	\$39.6	2.2
Pleasure	\$136.1	\$21.2	\$51.3	\$63.6	2.7
VFR	\$81.3	\$15.2	\$33.2	\$32.9	2.5

Sources: TNS Travels America and Dean Runyan Associates

III. WASHINGTON COUNTY TRAVEL IMPACTS



2017p Economic Impacts of Travel

	(\$Millions)						
	Spending		Earnings	Employment (Jobs)	Tax Revenue		
	Total	Visitor			Local	State	Total
Adams	36.8	35.1	8.3	430	0.8	2.4	3.2
Asotin	34.4	32.4	11.2	430	0.7	2.5	3.2
Benton	380.2	349.5	108.4	4,120	12.7	24.6	37.3
Chelan	588.7	562.0	190.8	6,890	20.4	38.5	59.0
Clallam	290.0	279.7	93.9	4,230	9.7	19.4	29.1
Clark	510.1	454.8	137.4	4,180	14.2	33.7	47.8
Columbia	8.4	8.0	2.3	100	0.2	0.5	0.7
Cowlitz	194.1	183.9	51.5	2,200	4.4	13.2	17.6
Douglas	50.8	47.0	13.9	470	1.2	3.5	4.7
Ferry	19.5	18.8	4.0	240	0.3	1.1	1.5
Franklin	243.5	173.9	68.2	2,020	5.7	11.4	17.1
Garfield	2.3	2.1	0.6	30	0.0	0.2	0.2
Grant	269.3	260.7	87.0	3,340	7.0	17.9	24.9
Grays Harbor	375.1	368.0	117.4	5,950	12.7	23.5	36.2
Island	210.4	202.4	70.6	2,830	6.6	14.3	20.9
Jefferson	155.7	152.6	36.0	1,600	4.5	9.8	14.3
King	12,496.4	7,833.4	4,598.1	69,290	574.5	526.1	1,100.6
Kitsap	390.0	362.9	100.7	3,940	11.6	25.8	37.4
Kittitas	220.2	215.8	69.1	2,640	6.4	15.0	21.4
Klickitat	51.2	49.2	12.2	570	0.8	3.3	4.1
Lewis	226.4	218.3	64.2	2,490	5.6	15.2	20.7
Lincoln	19.8	18.9	6.4	230	0.4	1.4	1.8
Mason	124.0	118.3	37.2	1,290	3.4	8.1	11.5
Okanogan	177.4	173.7	62.9	2,210	4.8	12.0	16.8
Pacific	177.1	175.2	45.9	2,290	4.2	10.0	14.2
Pend Oreille	29.6	28.4	7.5	350	0.5	1.7	2.2
Pierce	1,220.7	1,122.8	338.0	12,250	45.5	81.4	126.9
San Juan	237.1	233.8	72.8	2,320	6.9	15.9	22.8
Skagit	345.4	333.3	106.6	4,150	9.2	23.6	32.8
Skamania	81.7	80.6	17.7	930	1.5	4.5	6.0
Snohomish	1,108.1	1,018.1	306.3	10,860	35.2	74.7	109.8
Spokane	1,358.3	1,070.6	358.5	10,780	40.8	67.9	108.7
Stevens	66.6	62.6	19.7	910	1.2	4.2	5.4
Thurston	353.9	321.2	85.5	2,950	10.6	22.4	32.9
Wahkiakum	6.5	6.1	1.7	70	0.1	0.4	0.6
Walla Walla	136.0	123.4	39.4	1,530	4.1	8.1	12.2
Whatcom	647.7	571.2	159.8	6,490	16.9	37.5	54.3
Whitman	118.7	106.5	31.2	1,220	2.9	7.3	10.1
Yakima	409.5	372.8	112.5	3,840	12.4	25.2	37.6
State Total	23,372	*	7,655	182,670	901	1,208	2,109

Note: *Sum of county visitor spending does not equal state total. See appendix and state summary.

2017p Overnight Visitor Volume (thousands)

	Nights		Trips		Party Size	L.O.S*
	Party	Person	Person	Party		
Adams	198	491	246	99	2.5	2.0
Asotin	202	498	250	101	2.5	2.0
Benton	1,227	2,777	1,186	517	2.3	2.4
Chelan	1,648	4,133	2,213	883	2.5	1.9
Clallam	1,133	2,875	1,419	563	2.5	2.0
Clark	2,142	5,018	2,020	862	2.3	2.5
Columbia	49	123	59	23	2.5	2.1
Cowlitz	1,026	2,541	1,253	507	2.5	2.0
Douglas	352	871	411	166	2.5	2.1
Ferry	134	351	152	59	2.6	2.3
Franklin	843	2,018	1,001	412	2.4	2.0
Garfield	21	54	23	9	2.5	2.3
Grant	1,342	3,421	1,629	644	2.5	2.1
Grays Harbor	1,336	3,421	1,679	662	2.5	2.0
Island	925	2,322	1,127	451	2.5	2.1
Jefferson	665	1,728	803	313	2.6	2.1
King	16,119	32,905	11,747	5,602	2.1	2.9
Kitsap	2,226	5,469	2,674	1,088	2.5	2.0
Kittitas	759	1,921	981	390	2.5	1.9
Klickitat	273	692	331	132	2.5	2.1
Lewis	1,002	2,544	1,205	478	2.5	2.1
Lincoln	112	283	131	52	2.5	2.2
Mason	717	1,818	835	331	2.5	2.2
Okanogan	794	2,035	996	392	2.5	2.0
Pacific	697	1,839	827	317	2.6	2.2
Pend Oreille	186	481	206	80	2.6	2.3
Pierce	4,495	9,067	3,271	1,572	2.1	2.9
San Juan	632	1,605	890	352	2.5	1.8
Skagit	1,428	3,582	1,744	698	2.5	2.0
Skamania	284	731	361	141	2.6	2.0
Snohomish	3,981	8,003	2,857	1,377	2.1	2.9
Spokane	3,501	7,291	3,128	1,440	2.2	2.4
Stevens	447	1,133	503	200	2.5	2.2
Thurston	1,333	3,146	1,254	532	2.4	2.5
Wahkiakum	42	104	50	20	2.5	2.1
Walla Walla	435	1,002	437	188	2.3	2.3
Whatcom	1,694	3,985	1,631	691	2.4	2.5
Whitman	490	1,168	592	244	2.4	2.0
Yakima	1,486	3,528	1,439	606	2.4	2.5

Note: The sum of trips for the counties will be greater than the state trip estimate because some travelers visit multiple destinations on a single trip within Washington. *L.O.S. denotes Length of Stay.

2017p Travel-Generated Local & State Tax Revenue

(amounts in \$000)

	Local			State		
	Visitor	Business or Employee	Total	Visitor	Business or Employee	Total
Adams	509	290	799	1,921	524	2,445
Asotin	375	361	735	1,813	676	2,488
Benton	8,463	4,253	12,716	18,672	5,936	24,608
Chelan	13,248	7,185	20,433	27,947	10,592	38,538
Clallam	6,045	3,689	9,734	14,359	5,048	19,406
Clark	9,076	5,093	14,169	25,833	7,837	33,671
Columbia	95	79	174	401	140	541
Cowlitz	2,569	1,815	4,384	10,115	3,078	13,193
Douglas	702	511	1,213	2,680	793	3,473
Ferry	182	139	321	874	262	1,136
Franklin	3,170	2,554	5,724	7,858	3,494	11,352
Garfield	13	21	35	115	37	152
Grant	3,855	3,141	6,997	12,979	4,925	17,904
Grays Harbor	8,105	4,626	12,730	17,125	6,377	23,502
Island	3,810	2,765	6,575	10,591	3,743	14,333
Jefferson	3,098	1,412	4,510	7,636	2,129	9,765
King	371,503	202,988	574,492	322,474	203,607	526,082
Kitsap	7,518	4,097	11,615	20,296	5,481	25,777
Kittitas	3,912	2,468	6,381	10,969	4,017	14,986
Klickitat	447	394	841	2,480	792	3,273
Lewis	3,255	2,321	5,576	11,439	3,727	15,166
Lincoln	180	223	403	1,002	367	1,370
Mason	1,968	1,453	3,421	6,092	2,022	8,115
Okanogan	2,606	2,195	4,800	8,372	3,589	11,961
Pacific	2,551	1,647	4,198	7,248	2,797	10,045
Pend Oreille	252	261	513	1,264	462	1,726
Pierce	31,490	14,003	45,493	63,528	17,868	81,396
San Juan	4,268	2,603	6,871	11,607	4,283	15,890
Skagit	5,266	3,926	9,191	17,552	6,012	23,565
Skamania	948	538	1,485	3,281	1,244	4,524
Snohomish	22,791	12,367	35,158	58,107	16,550	74,657
Spokane	27,076	13,725	40,801	48,833	19,055	67,888
Stevens	547	679	1,226	3,027	1,148	4,175
Thurston	7,197	3,365	10,562	17,529	4,850	22,379
Wahkiakum	71	57	129	335	103	438
Walla Walla	2,624	1,448	4,072	5,908	2,226	8,134
Whatcom	10,634	6,252	16,886	28,541	8,916	37,456
Whitman	1,763	1,114	2,877	5,440	1,821	7,261
Yakima	8,035	4,331	12,367	19,047	6,174	25,221
Washington	580,216	320,389	900,605	835,290	372,701	1,207,991

Note: Visitor tax revenue includes all point of sale taxes applied to purchases of goods and services by visitors. Resident tax revenue includes property, business & occupation, and sales tax payments attributed to the travel industry generated income of businesses and individuals.

Adams County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$82,577
Employee Earnings generated by \$100 Visitor Spending	\$23
Local Tax Revenues generated by \$100 Visitor Spending	\$2.28

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$671
Additional employment if each resident household encouraged one additional overnight visitor	8

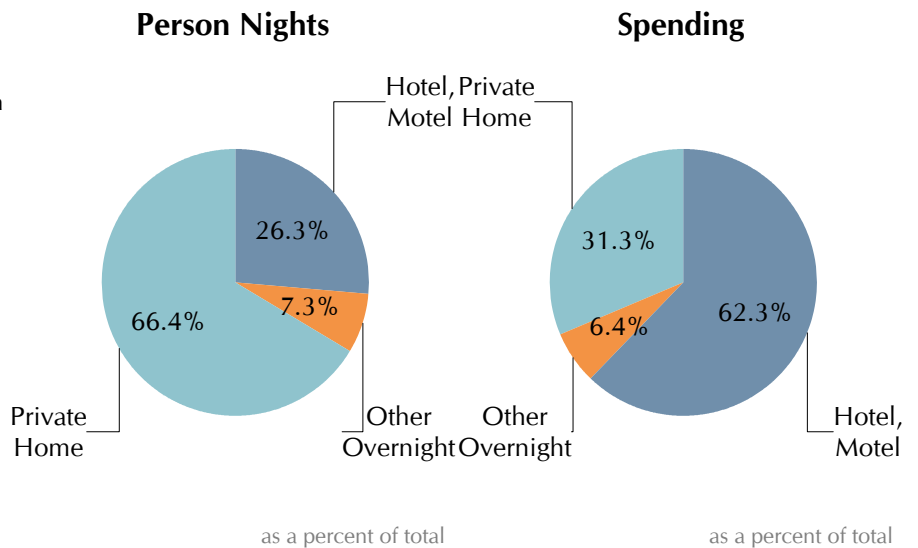
Visitor Shares

Travel Share of Total Employment (2016)*	4.2 %
Visitor Share of Taxable Sales (2016)**	7.6 %
Overnight Visitor Share (2017p)***	6.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	82.2	128.9	17.2
Private Home	151.0	325.9	8.7
Other Overnight	12.5	35.7	1.8
All Overnight	245.6	490.5	27.6

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Adams County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	28.2	28.7	30.2	28.6	30.7	36.8	20.2%	3.9%
Other	1.9	2.2	2.0	1.6	1.5	1.8	18.9%	-0.9%
Visitor	26.4	26.5	28.1	27.0	29.2	35.1	20.2%	4.2%
Non-transportation	23.1	23.0	24.7	24.2	26.3	31.6	20.1%	4.6%
Transportation	3.2	3.5	3.4	2.8	2.8	3.4	21.4%	0.9%
Earnings								
Earnings (Current \$)	6.5	6.2	6.4	6.5	7.0	8.3	17.6%	3.5%
Employment								
Employment	390	360	370	360	390	430	8.7%	1.5%
Tax Revenue								
Total (Current \$)	2.4	2.4	2.5	2.5	2.7	3.2	18.0%	4.2%
Local Tax Receipts	0.6	0.6	0.6	0.6	0.7	0.8	18.9%	4.2%
Visitor	0.3	0.3	0.4	0.4	0.4	0.5	26.9%	5.7%
Business or Employee	0.3	0.2	0.2	0.2	0.3	0.3	7.1%	2.0%
State Tax Receipts	1.8	1.8	1.9	1.9	2.1	2.4	17.7%	4.2%
Visitor	1.4	1.4	1.5	1.5	1.6	1.9	19.7%	4.4%
Business or Employee	0.4	0.4	0.4	0.4	0.5	0.5	10.9%	3.4%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Adams County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	18.6	21.9	26.4	26.5	28.1	27.0	29.2	35.1
Other Travel*	0.9	1.4	1.9	2.2	2.0	1.6	1.5	1.8
Total	19.5	23.3	28.2	28.7	30.2	28.6	30.7	36.8

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	2.2	2.8	3.5	3.5	3.9	3.8	4.3	5.7
Food Service	5.5	6.9	8.5	8.5	9.3	9.2	10.1	12.5
Food Stores	2.4	2.7	3.3	3.4	3.7	3.7	3.8	4.1
Local Tran. & Gas	1.8	2.5	3.2	3.5	3.4	2.8	2.8	3.4
Arts, Ent. & Rec.	2.9	3.2	3.5	3.4	3.6	3.4	3.7	4.4
Retail Sales	3.8	3.8	4.2	4.1	4.3	4.1	4.4	5.0
Total	18.6	21.9	26.4	26.5	28.1	27.0	29.2	35.1

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	2.4	3.0	3.7	3.4	3.5	3.5	3.9	4.6
Arts, Ent. & Rec.	1.1	1.1	1.2	1.1	1.1	1.1	1.2	1.4
Retail**	1.0	1.1	1.2	1.2	1.3	1.3	1.4	1.6
Ground Tran.	0.3	0.3	0.4	0.4	0.4	0.4	0.5	0.5
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	4.7	5.6	6.5	6.2	6.4	6.5	7.0	8.3

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	200	250	260	240	250	240	260	280
Arts, Ent. & Rec.	60	60	50	50	50	50	50	60
Retail**	60	60	60	60	60	60	60	70
Ground Tran.	10	10	10	10	10	10	10	10
Other Travel*	0	0	0	0	0	0	0	0
Total	340	390	390	360	370	360	390	430

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.4	0.5	0.6	0.6	0.6	0.6	0.7	0.8
Visitor	0.2	0.3	0.3	0.3	0.4	0.4	0.4	0.5
Business or Employee	0.2	0.2	0.3	0.2	0.2	0.2	0.3	0.3
State Tax Receipts	1.3	1.5	1.8	1.8	1.9	1.9	2.1	2.4
Visitor	1.0	1.2	1.4	1.4	1.5	1.5	1.6	1.9
Business or Employee	0.3	0.4	0.4	0.4	0.4	0.4	0.5	0.5
Total Local & State Receipts	1.7	2.0	2.4	2.4	2.5	2.5	2.7	3.2

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Adams County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	11.1	12.4	15.2	15.7	15.9	16.7	17.9
All Overnight	6.6	7.3	9.0	9.4	9.6	10.0	10.4
Private Home	5.3	6.1	7.5	7.8	7.9	8.3	8.7
Other Overnight	1.3	1.2	1.5	1.6	1.7	1.7	1.8
Day Travel	4.6	5.1	6.2	6.2	6.3	6.7	7.4
Day Travel	4.6	5.1	6.2	6.2	6.3	6.7	7.4

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$334	\$524	\$134	\$209	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$139	\$398	\$50	\$142	2.8	2.9
All Overnight	\$140	\$279	\$56	\$113	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	86	95	129	35	38	51
Private Home	307	321	326	126	132	134
Other Overnight	35	35	36	12	13	13
All Overnight	428	451	491	173	182	198

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	55	60	82	22	24	33
Private Home	142	149	151	58	61	62
Other Overnight	12	12	12	4	4	4
All Overnight	209	222	246	85	90	99

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Asotin County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$75,592
Employee Earnings generated by \$100 Visitor Spending	\$35
Local Tax Revenues generated by \$100 Visitor Spending	\$2.27

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$1,029
Additional employment if each resident household encouraged one additional overnight visitor	14

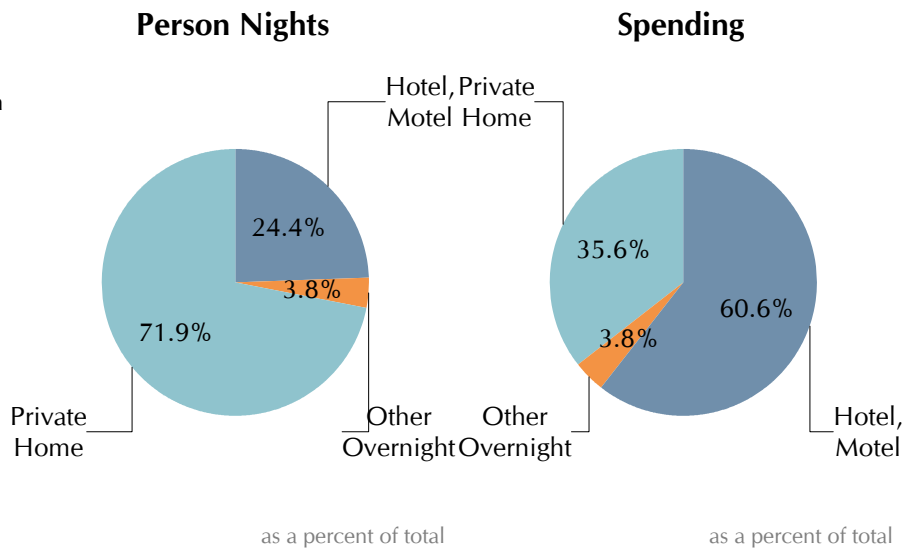
Visitor Shares

Travel Share of Total Employment (2016)*	4.9 %
Visitor Share of Taxable Sales (2016)**	8.5 %
Overnight Visitor Share (2017p)***	6.1 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	77.4	121.4	16.2
Private Home	165.9	358.1	9.5
Other Overnight	7.0	18.8	1.0
All Overnight	250.3	498.3	26.8

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Asotin County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	31.1	32.9	34.7	34.0	35.8	34.4	-3.9%	1.4%
Other	2.2	2.6	2.4	1.8	1.7	2.0	18.5%	-0.9%
Visitor	29.0	30.3	32.3	32.2	34.1	32.4	-5.1%	1.6%
Non-transportation	25.6	26.6	28.7	29.2	31.1	29.2	-6.0%	1.9%
Transportation	3.4	3.7	3.6	3.0	3.0	3.2	4.3%	-0.9%
Earnings								
Earnings (Current \$)	8.2	8.6	9.4	10.0	10.7	11.2	5.0%	4.6%
Employment								
Employment	400	390	400	410	440	430	-2.5%	1.2%
Tax Revenue								
Total (Current \$)	2.7	2.8	3.0	3.1	3.4	3.2	-4.4%	2.5%
Local Tax Receipts	0.6	0.6	0.7	0.7	0.8	0.7	-6.6%	2.6%
Visitor	0.3	0.3	0.4	0.4	0.4	0.4	-8.5%	2.3%
Business or Employee	0.3	0.3	0.3	0.4	0.4	0.4	-4.5%	3.0%
State Tax Receipts	2.1	2.1	2.3	2.4	2.6	2.5	-3.7%	2.5%
Visitor	1.6	1.6	1.7	1.7	1.9	1.8	-3.3%	2.1%
Business or Employee	0.5	0.5	0.6	0.6	0.7	0.7	-4.6%	3.5%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Asotin County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	24.7	26.2	29.0	30.3	32.3	32.2	34.1	32.4
Other Travel*	1.1	1.8	2.2	2.6	2.4	1.8	1.7	2.0
Total	25.8	28.0	31.1	32.9	34.7	34.0	35.8	34.4

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	3.7	4.0	4.4	4.8	5.3	5.5	6.0	5.4
Food Service	7.4	8.5	9.7	10.1	11.0	11.3	12.2	11.7
Food Stores	2.9	2.8	3.2	3.4	3.6	3.7	3.7	3.6
Local Tran. & Gas	2.2	2.8	3.4	3.7	3.6	3.0	3.0	3.2
Arts, Ent. & Rec.	3.8	3.8	3.8	3.8	4.0	4.0	4.3	4.0
Retail Sales	4.8	4.4	4.5	4.5	4.7	4.6	4.8	4.5
Total	24.7	26.2	29.0	30.3	32.3	32.2	34.1	32.4

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	4.0	4.6	5.0	5.4	5.9	6.4	6.9	7.6
Arts, Ent. & Rec.	1.7	1.7	1.6	1.5	1.7	1.8	1.9	1.7
Retail**	1.1	1.1	1.2	1.2	1.3	1.3	1.4	1.3
Ground Tran.	0.4	0.4	0.4	0.4	0.5	0.5	0.5	0.5
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0
Total	7.2	7.7	8.2	8.6	9.4	10.0	10.7	11.2

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	260	250	230	230	250	250	280	280
Arts, Ent. & Rec.	110	100	90	90	90	90	90	80
Retail**	60	50	50	50	50	50	50	50
Ground Tran.	20	20	20	10	10	10	10	10
Other Travel*	0	0	0	0	0	0	0	0
Total	450	420	400	390	400	410	440	430

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.5	0.5	0.6	0.6	0.7	0.7	0.8	0.7
Visitor	0.2	0.3	0.3	0.3	0.4	0.4	0.4	0.4
Business or Employee	0.2	0.3	0.3	0.3	0.3	0.4	0.4	0.4
State Tax Receipts	1.8	1.9	2.1	2.1	2.3	2.4	2.6	2.5
Visitor	1.3	1.4	1.6	1.6	1.7	1.7	1.9	1.8
Business or Employee	0.5	0.5	0.5	0.5	0.6	0.6	0.7	0.7
Total Local & State Receipts	2.3	2.5	2.7	2.8	3.0	3.1	3.4	3.2

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Asotin County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	13.2	12.7	14.8	15.3	15.8	16.3	16.2
All Overnight	8.7	8.1	9.6	10.0	10.3	10.6	10.5
Private Home	6.7	7.4	8.7	9.0	9.3	9.6	9.5
Other Overnight	2.0	0.8	0.9	0.9	1.0	1.0	1.0
Day Travel	4.5	4.6	5.2	5.4	5.6	5.8	5.6
Day Travel	4.5	4.6	5.2	5.4	5.6	5.8	5.6

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$334	\$525	\$134	\$210	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$151	\$407	\$55	\$147	2.8	2.7
All Overnight	\$132	\$264	\$54	\$107	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	127	135	121	51	54	48
Private Home	361	369	358	148	151	147
Other Overnight	18	19	19	7	7	7
All Overnight	506	523	498	205	212	202

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	81	86	77	32	34	31
Private Home	167	171	166	68	70	68
Other Overnight	7	7	7	2	3	3
All Overnight	255	264	250	103	107	101

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Benton County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$87,261
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$3.64

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$15,739
Additional employment if each resident household encouraged one additional overnight visitor	180

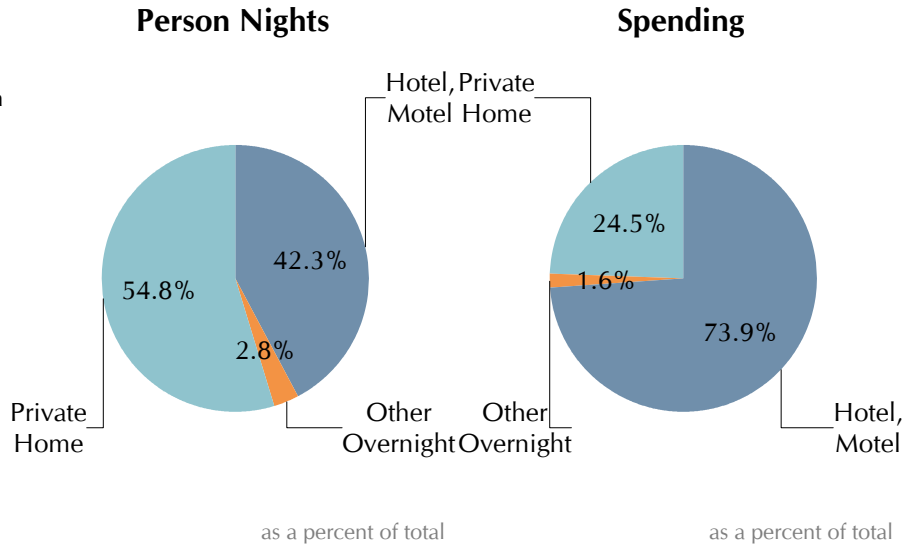
Visitor Shares

Travel Share of Total Employment (2016)*	3.8 %
Visitor Share of Taxable Sales (2016)**	6.3 %
Overnight Visitor Share (2017p)***	3.8 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	600.8	1,175.1	186.7
Private Home	558.6	1,522.8	61.9
Other Overnight	26.7	79.1	4.1
All Overnight	1,186.0	2,776.9	252.7

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Benton County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	283.0	291.4	321.3	339.3	346.7	380.2	9.7%	4.3%
Other	24.6	29.3	31.8	27.8	27.4	30.7	12.0%	3.2%
Visitor	258.4	262.1	289.5	311.5	319.2	349.5	9.5%	4.4%
Non-transportation	228.2	229.6	256.2	280.3	288.5	314.0	8.8%	4.7%
Transportation	30.2	32.5	33.3	31.1	30.8	35.5	15.3%	2.3%
Earnings								
Earnings (Current \$)	76.2	80.0	88.7	98.0	101.2	108.4	7.0%	5.2%
Employment								
Employment	3,570	3,600	3,720	3,980	4,060	4,120	1.4%	2.1%
Tax Revenue								
Total (Current \$)	27.1	27.2	30.4	33.4	35.0	37.3	6.8%	4.7%
Local Tax Receipts	9.2	9.2	10.6	11.7	12.0	12.7	5.5%	4.8%
Visitor	5.9	5.8	6.8	7.5	7.7	8.5	10.1%	5.3%
Business or Employee	3.3	3.4	3.8	4.2	4.4	4.3	-2.6%	3.7%
State Tax Receipts	17.9	18.0	19.8	21.7	22.9	24.6	7.4%	4.7%
Visitor	13.5	13.5	14.8	16.1	17.0	18.7	9.9%	4.7%
Business or Employee	4.3	4.4	5.0	5.6	5.9	5.9	0.3%	4.6%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Benton County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	166.2	202.1	258.4	262.1	289.5	311.5	319.2	349.5
Other Travel*	15.9	20.2	24.6	29.3	31.8	27.8	27.4	30.7
Total	182.1	222.2	283.0	291.4	321.3	339.3	346.7	380.2

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	24.7	31.3	43.4	43.1	49.1	55.2	57.0	62.5
Food Service	47.8	61.1	80.9	82.2	93.6	103.5	108.4	120.2
Food Stores	17.5	21.3	27.1	28.5	31.7	34.0	34.0	35.9
Local Tran. & Gas	15.7	22.4	30.2	32.5	33.3	31.1	30.8	35.5
Arts, Ent. & Rec.	25.3	29.0	33.6	33.2	36.1	38.8	39.8	42.9
Retail Sales	35.2	37.0	43.0	42.7	45.8	48.8	49.2	52.5
Total	166.2	202.1	258.4	262.1	289.5	311.5	319.2	349.5

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	24.9	32.0	42.1	44.9	49.0	55.0	57.3	63.3
Arts, Ent. & Rec.	13.0	14.5	15.8	16.6	17.6	19.1	19.6	18.4
Retail**	6.9	8.1	9.7	9.7	11.2	12.3	12.4	13.7
Ground Tran.	3.3	4.2	5.2	5.0	5.6	6.1	6.3	7.1
Other Travel*	3.7	3.2	3.4	3.7	5.4	5.5	5.7	5.8
Total	51.9	61.9	76.2	80.0	88.7	98.0	101.2	108.4

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,590	1,640	1,930	1,980	2,070	2,240	2,350	2,400
Arts, Ent. & Rec.	970	790	940	950	900	930	930	890
Retail**	390	380	430	410	460	500	480	520
Ground Tran.	150	180	180	170	180	190	180	190
Other Travel*	210	110	90	100	120	120	120	120
Total	3,310	3,100	3,570	3,600	3,720	3,980	4,060	4,120

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	4.8	7.2	9.2	9.2	10.6	11.7	12.0	12.7
Visitor	2.7	4.6	5.9	5.8	6.8	7.5	7.7	8.5
Business or Employee	2.1	2.6	3.3	3.4	3.8	4.2	4.4	4.3
State Tax Receipts	11.8	14.2	17.9	18.0	19.8	21.7	22.9	24.6
Visitor	8.7	10.7	13.5	13.5	14.8	16.1	17.0	18.7
Business or Employee	3.1	3.6	4.3	4.4	5.0	5.6	5.9	5.9
Total Local & State Receipts	16.6	21.4	27.1	27.2	30.4	33.4	35.0	37.3

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Benton County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	85.9	101.6	127.6	133.3	149.6	151.5	162.8
All Overnight	36.4	42.4	53.2	56.3	61.3	62.0	66.0
Private Home	33.1	39.7	49.8	52.6	57.5	58.1	61.9
Other Overnight	3.3	2.7	3.4	3.7	3.8	3.9	4.1
Day Travel	49.5	59.3	74.5	77.0	88.2	89.5	96.8
Day Travel	49.5	59.3	74.5	77.0	88.2	89.5	96.8

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$362	\$716	\$159	\$311	2.3	2.0
Private Home	\$91	\$251	\$41	\$111	2.3	2.8
Other Overnight	\$143	\$424	\$52	\$153	2.8	3.0
All Overnight	\$206	\$488	\$91	\$213	2.3	2.4

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,048	1,070	1,175	462	472	515
Private Home	1,463	1,460	1,523	658	658	683
Other Overnight	76	78	79	28	28	29
All Overnight	2,588	2,608	2,777	1,147	1,158	1,227

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	536	547	601	233	239	261
Private Home	537	536	559	237	237	247
Other Overnight	26	26	27	9	10	10
All Overnight	1,098	1,109	1,186	480	485	517

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Chelan County

County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$82,816
Employee Earnings generated by \$100 Visitor Spending	\$32
Local Tax Revenues generated by \$100 Visitor Spending	\$3.64

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$6,103
Additional employment if each resident household encouraged one additional overnight visitor	74

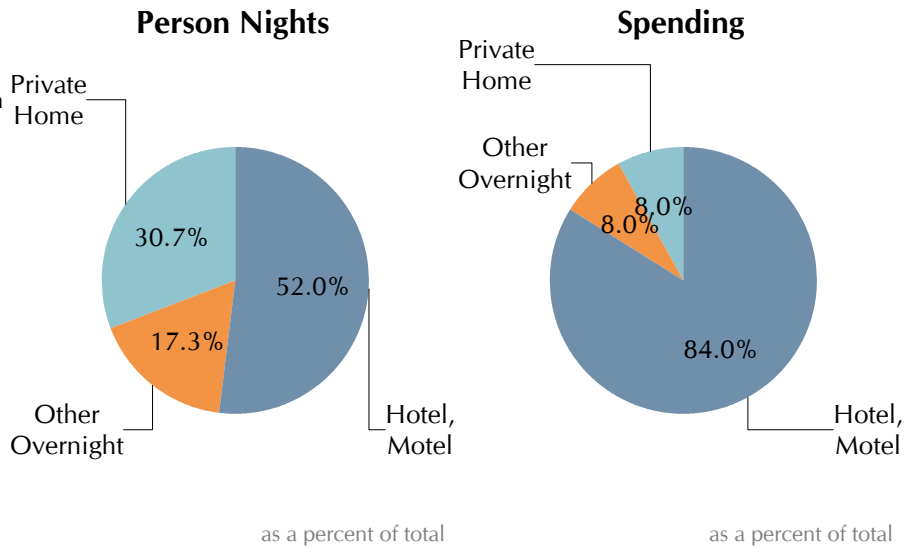
Visitor Shares

Travel Share of Total Employment (2016)*	12.4 %
Visitor Share of Taxable Sales (2016)**	19.7 %
Overnight Visitor Share (2017p)***	14.8 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	1,371.7	2,151.6	386.3
Private Home	588.2	1,269.8	36.8
Other Overnight	254.4	714.5	36.7
All Overnight	2,214.4	4,135.9	459.7

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Chelan County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	383.6	424.0	480.0	494.6	547.5	588.7	7.5%	6.3%	
Other	21.7	24.1	27.3	25.6	25.3	26.8	5.7%	3.0%	
Visitor	361.9	399.9	452.8	468.9	522.1	562.0	7.6%	6.5%	
Non-transportation	327.8	359.8	411.7	432.6	485.8	520.9	7.2%	6.8%	
Transportation	34.1	40.1	41.1	36.4	36.3	41.0	13.1%	2.7%	
Earnings									
Earnings (Current \$)	115.3	125.4	145.5	156.0	176.8	190.8	7.9%	7.5%	
Employment									
Employment	5,390	5,640	6,080	6,230	6,720	6,890	2.6%	3.6%	
Tax Revenue									
Total (Current \$)	37.1	40.2	46.2	49.0	56.1	59.0	5.2%	6.9%	
Local Tax Receipts	12.7	13.8	16.1	17.1	19.6	20.4	4.0%	7.0%	
Visitor	7.9	8.7	10.1	10.7	12.3	13.2	7.4%	7.6%	
Business or Employee	4.8	5.1	6.0	6.4	7.3	7.2	-1.8%	5.9%	
State Tax Receipts	24.4	26.4	30.1	31.9	36.4	38.5	5.8%	6.8%	
Visitor	17.7	19.2	21.7	22.8	25.9	27.9	8.0%	6.7%	
Business or Employee	6.7	7.1	8.3	9.1	10.5	10.6	0.4%	6.8%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Chelan County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	255.6	287.6	361.9	399.9	452.8	468.9	522.1	562.0
Other Travel*	14.1	18.5	21.7	24.1	27.3	25.6	25.3	26.8
Total	269.7	306.1	383.6	424.0	480.0	494.6	547.5	588.7

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	49.6	57.5	76.5	84.3	99.8	106.5	125.4	134.8
Food Service	76.7	90.6	119.0	132.3	154.3	163.4	184.8	202.0
Food Stores	23.9	27.0	33.3	37.2	41.0	42.7	44.8	46.1
Local Tran. & Gas	16.6	23.1	30.7	36.4	36.2	30.8	31.6	36.4
Arts, Ent. & Rec.	38.5	40.8	46.7	50.0	55.5	57.4	63.3	67.3
Retail Sales	47.1	45.7	52.3	56.0	61.0	62.5	67.5	70.7
Visitor Air Tran.	3.1	3.0	3.4	3.8	4.9	5.5	4.7	4.7
Total	255.6	287.6	361.9	399.9	452.8	468.9	522.1	562.0

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	48.1	57.6	73.3	82.3	98.2	107.8	124.0	131.5
Arts, Ent. & Rec.	19.5	20.1	21.6	21.9	20.8	20.5	22.6	26.4
Retail**	9.8	10.7	12.6	13.5	15.6	16.6	17.7	19.2
Ground Tran.	2.4	2.8	3.4	3.5	3.9	4.1	4.5	5.0
Other Travel*	3.0	4.0	4.4	4.1	6.9	7.0	7.9	8.6
Total	82.8	95.2	115.3	125.4	145.5	156.0	176.8	190.8

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	2,820	2,880	3,140	3,330	3,730	3,920	4,330	4,320
Arts, Ent. & Rec.	1,750	1,510	1,470	1,520	1,480	1,420	1,470	1,620
Retail**	560	510	550	560	630	650	680	710
Ground Tran.	110	120	120	120	130	130	130	130
Other Travel*	160	130	120	100	120	110	110	110
Total	5,400	5,150	5,390	5,640	6,080	6,230	6,720	6,890

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	8.5	9.6	12.7	13.8	16.1	17.1	19.6	20.4
Visitor	5.1	5.8	7.9	8.7	10.1	10.7	12.3	13.2
Business or Employee	3.4	3.9	4.8	5.1	6.0	6.4	7.3	7.2
State Tax Receipts	17.2	19.7	24.4	26.4	30.1	31.9	36.4	38.5
Visitor	12.5	14.1	17.7	19.2	21.7	22.8	25.9	27.9
Business or Employee	4.8	5.6	6.7	7.1	8.3	9.1	10.5	10.6
Total Local & State Receipts	25.7	29.3	37.1	40.2	46.2	49.0	56.1	59.0

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Chelan County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	101.3	111.7	134.2	147.0	156.9	165.4	172.9
All Overnight	45.2	49.8	59.5	65.0	67.0	69.0	70.9
Private Home	21.7	24.9	29.3	31.6	32.4	33.4	34.2
Other Overnight	23.5	25.0	30.2	33.5	34.6	35.6	36.7
Day Travel	56.1	61.8	74.7	82.0	89.9	96.4	102.0
Day Travel	56.1	61.8	74.7	82.0	89.9	96.4	102.0

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$446	\$703	\$180	\$282	2.5	1.6
Private Home	\$70	\$151	\$29	\$62	2.4	2.2
Other Overnight	\$143	\$402	\$51	\$144	2.8	2.8
All Overnight	\$279	\$520	\$111	\$208	2.5	1.9

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,803	2,008	2,152	727	808	865
Private Home	1,240	1,275	1,270	516	529	527
Other Overnight	692	709	714	248	254	256
All Overnight	3,735	3,992	4,136	1,491	1,591	1,649

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,149	1,280	1,372	461	513	550
Private Home	574	591	588	237	244	243
Other Overnight	247	252	254	88	91	91
All Overnight	1,970	2,123	2,214	787	847	884

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Clallam County

County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$66,571
Employee Earnings generated by \$100 Visitor Spending	\$33
Local Tax Revenues generated by \$100 Visitor Spending	\$3.48

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$5,442
Additional employment if each resident household encouraged one additional overnight visitor	82

Visitor Shares

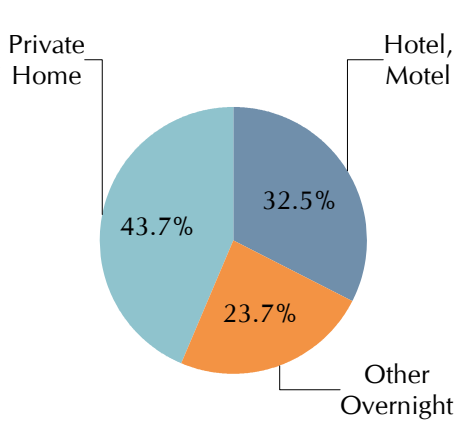
Travel Share of Total Employment (2016)*	12.2 %
Visitor Share of Taxable Sales (2016)**	16.3 %
Overnight Visitor Share (2017p)***	10.5 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

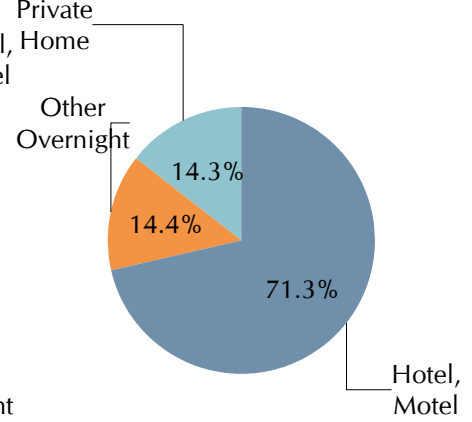
Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.

Person Nights



as a percent of total

Spending



as a percent of total

	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	597.7	937.5	166.6
Private Home	584.1	1,261.0	33.5
Other Overnight	240.0	684.0	33.6
All Overnight	1,421.9	2,882.5	233.7

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Clallam County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	208.6	218.9	231.5	241.2	263.0	290.0	10.2%	4.8%	
Other	9.9	11.0	10.6	9.0	9.1	10.3	12.7%	0.5%	
Visitor	198.7	207.9	220.9	232.2	253.9	279.7	10.2%	5.0%	
Non-transportation	178.0	184.3	198.5	212.8	234.3	257.1	9.7%	5.4%	
Transportation	20.7	23.6	22.3	19.4	19.6	22.6	15.6%	1.3%	
Earnings									
Earnings (Current \$)	59.2	63.5	72.5	77.8	86.2	93.9	8.9%	6.8%	
Employment									
Employment	3,120	3,280	3,690	3,880	4,160	4,230	1.8%	4.5%	
Tax Revenue									
Total (Current \$)	19.9	20.5	22.4	24.1	27.1	29.1	7.4%	5.6%	
Local Tax Receipts	6.5	6.7	7.6	8.1	9.2	9.7	6.1%	5.9%	
Visitor	4.0	4.0	4.5	4.8	5.5	6.0	10.9%	6.2%	
Business or Employee	2.6	2.7	3.1	3.3	3.7	3.7	-0.9%	5.3%	
State Tax Receipts	13.4	13.8	14.9	16.0	18.0	19.4	8.1%	5.5%	
Visitor	10.0	10.3	10.9	11.7	13.0	14.4	10.5%	5.3%	
Business or Employee	3.4	3.5	4.0	4.3	5.0	5.0	1.7%	6.0%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Clallam County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	139.7	172.1	198.7	207.9	220.9	232.2	253.9	279.7
Other Travel*	12.3	10.8	9.9	11.0	10.6	9.0	9.1	10.3
Total	152.0	182.9	208.6	218.9	231.5	241.2	263.0	290.0

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	22.2	29.4	35.9	35.2	41.0	45.2	52.4	58.4
Food Service	41.8	54.5	63.9	67.5	73.0	79.1	88.2	99.0
Food Stores	15.9	19.3	23.3	25.3	26.7	28.0	28.8	29.8
Local Tran. & Gas	11.0	16.3	20.7	23.6	22.3	19.4	19.6	22.6
Arts, Ent. & Rec.	21.3	24.8	25.8	26.3	27.3	28.7	31.2	33.9
Retail Sales	26.2	27.8	29.1	29.9	30.5	31.8	33.7	36.0
Visitor Air Tran.	1.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	139.7	172.1	198.7	207.9	220.9	232.2	253.9	279.7

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	24.0	31.9	36.5	40.8	44.6	48.2	54.5	60.1
Arts, Ent. & Rec.	10.3	11.7	11.4	11.9	15.6	16.4	17.7	18.5
Retail**	5.6	6.7	7.4	7.6	8.3	8.9	9.3	10.2
Ground Tran.	1.7	2.2	2.5	2.5	2.7	2.8	3.0	3.4
Other Travel*	3.6	2.7	1.3	0.7	1.3	1.4	1.6	1.6
Total	45.2	55.1	59.2	63.5	72.5	77.8	86.2	93.9

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,630	1,810	1,770	1,830	1,960	2,040	2,190	2,270
Arts, Ent. & Rec.	890	1,090	930	1,060	1,310	1,400	1,510	1,480
Retail**	320	300	290	290	300	320	340	360
Ground Tran.	80	90	90	90	90	90	90	90
Other Travel*	180	80	40	20	30	30	30	30
Total	3,100	3,380	3,120	3,280	3,690	3,880	4,160	4,230

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	4.1	5.7	6.5	6.7	7.6	8.1	9.2	9.7
Visitor	2.3	3.4	4.0	4.0	4.5	4.8	5.5	6.0
Business or Employee	1.8	2.3	2.6	2.7	3.1	3.3	3.7	3.7
State Tax Receipts	9.7	11.9	13.4	13.8	14.9	16.0	18.0	19.4
Visitor	7.0	8.7	10.0	10.3	10.9	11.7	13.0	14.4
Business or Employee	2.7	3.2	3.4	3.5	4.0	4.3	5.0	5.0
Total Local & State Receipts	13.8	17.6	19.9	20.5	22.4	24.1	27.1	29.1

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Clallam County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	66.2	78.7	93.8	100.6	104.1	107.8	113.2
All Overnight	39.3	46.7	57.0	61.6	63.1	64.7	67.1
Private Home	20.5	25.1	29.1	30.7	31.4	32.3	33.5
Other Overnight	18.8	21.6	27.9	30.8	31.7	32.5	33.6
Day Travel	26.9	32.1	36.8	39.0	41.0	43.1	46.0
Day Travel	26.9	32.1	36.8	39.0	41.0	43.1	46.0

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$445	\$698	\$178	\$279	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$137	\$392	\$49	\$140	2.8	2.8
All Overnight	\$206	\$414	\$81	\$164	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	757	837	937	302	334	374
Private Home	1,220	1,246	1,261	500	511	517
Other Overnight	661	677	684	236	242	245
All Overnight	2,638	2,760	2,883	1,039	1,087	1,136

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	482	534	598	193	213	239
Private Home	565	577	584	232	237	240
Other Overnight	232	238	240	83	85	86
All Overnight	1,280	1,348	1,422	507	535	564

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Clark County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$112,359
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$3.12

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$29,438
Additional employment if each resident household encouraged one additional overnight visitor	262

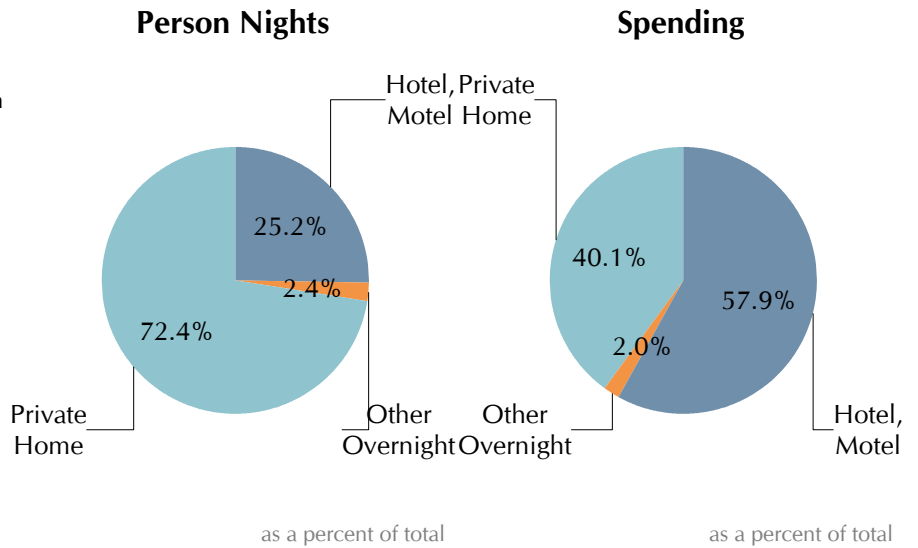
Visitor Shares

Travel Share of Total Employment (2016)*	1.9 %
Visitor Share of Taxable Sales (2016)**	4.7 %
Overnight Visitor Share (2017p)***	2.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	647.4	1,266.2	195.4
Private Home	1,333.6	3,635.6	135.2
Other Overnight	39.5	119.3	6.6
All Overnight	2,020.4	5,021.1	337.1

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Clark County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
	2010	2012	2014	2015	2016	2017	16-17	10-17
Spending								
Total (Current \$)	402.4	441.6	479.9	503.1	470.2	510.1	8.5%	3.4%
Other	52.5	61.7	59.5	49.5	48.2	55.3	14.9%	0.8%
Visitor	349.9	379.9	420.3	453.6	422.0	454.8	7.8%	3.8%
Non-transportation	299.1	322.4	362.0	398.7	374.2	400.6	7.1%	4.3%
Transportation	50.8	57.5	58.3	54.8	47.8	54.2	13.3%	0.9%
Earnings								
Earnings (Current \$)	109.2	115.2	124.9	134.6	127.4	137.4	7.8%	3.3%
Employment								
Employment	3,990	4,020	4,230	4,410	4,080	4,180	2.5%	0.7%
Tax Revenue								
Total (Current \$)	36.1	38.0	42.1	46.2	45.2	47.8	5.8%	4.1%
Local Tax Receipts	10.5	11.0	12.5	13.9	13.6	14.2	4.1%	4.4%
Visitor	6.0	6.4	7.4	8.5	8.4	9.1	7.7%	6.1%
Business or Employee	4.5	4.6	5.1	5.4	5.2	5.1	-1.9%	1.9%
State Tax Receipts	25.7	27.0	29.6	32.3	31.6	33.7	6.5%	3.9%
Visitor	19.4	20.4	22.3	24.3	23.8	25.8	8.5%	4.2%
Business or Employee	6.3	6.6	7.3	8.0	7.8	7.8	0.4%	3.1%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Clark County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	233.8	293.4	349.9	379.9	420.3	453.6	422.0	454.8
Other Travel*	39.8	42.8	52.5	61.7	59.5	49.5	48.2	55.3
Total	273.6	336.2	402.4	441.6	479.9	503.1	470.2	510.1

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	25.8	32.0	39.9	44.0	56.7	69.1	75.7	82.2
Food Service	59.2	78.4	98.5	107.6	121.5	133.6	123.8	135.0
Food Stores	27.7	35.8	43.0	47.2	51.8	55.5	48.9	50.8
Local Tran. & Gas	26.8	40.0	50.8	57.5	58.3	54.8	47.8	54.2
Arts, Ent. & Rec.	40.8	48.6	53.3	55.9	60.1	64.2	58.0	61.5
Retail Sales	53.5	58.5	64.4	67.8	71.9	76.3	67.8	71.1
Total	233.8	293.4	349.9	379.9	420.3	453.6	422.0	454.8

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	36.9	48.3	58.8	63.5	69.6	76.7	74.8	80.6
Arts, Ent. & Rec.	17.2	19.9	20.5	20.8	20.8	20.5	18.5	19.6
Retail**	10.8	13.4	15.2	16.0	18.1	20.0	17.6	19.2
Ground Tran.	6.0	8.1	9.5	9.6	10.5	11.4	10.4	11.6
Other Travel*	9.6	4.8	5.2	5.2	5.8	6.0	6.1	6.3
Total	80.5	94.5	109.2	115.2	124.9	134.6	127.4	137.4

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,630	1,890	1,960	1,980	2,110	2,280	2,210	2,260
Arts, Ent. & Rec.	1,410	1,010	900	900	930	880	780	790
Retail**	550	600	640	650	700	750	660	690
Ground Tran.	280	350	340	330	340	360	300	310
Other Travel*	530	170	160	160	140	140	130	130
Total	4,390	4,020	3,990	4,020	4,230	4,410	4,080	4,180

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	6.0	8.1	10.5	11.0	12.5	13.9	13.6	14.2
Visitor	2.9	4.5	6.0	6.4	7.4	8.5	8.4	9.1
Business or Employee	3.1	3.6	4.5	4.6	5.1	5.4	5.2	5.1
State Tax Receipts	17.7	22.0	25.7	27.0	29.6	32.3	31.6	33.7
Visitor	12.9	16.3	19.4	20.4	22.3	24.3	23.8	25.8
Business or Employee	4.8	5.7	6.3	6.6	7.3	8.0	7.8	7.8
Total Local & State Receipts	23.7	30.1	36.1	38.0	42.1	46.2	45.2	47.8

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Clark County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	158.4	198.5	233.3	250.5	275.5	244.9	259.4
All Overnight	89.3	111.9	131.0	139.9	151.3	134.3	141.8
Private Home	85.4	107.7	125.7	134.0	145.1	127.9	135.2
Other Overnight	4.0	4.1	5.3	5.9	6.2	6.4	6.6
Day Travel	69.1	86.6	102.3	110.6	124.2	110.6	117.6
Day Travel	69.1	86.6	102.3	110.6	124.2	110.6	117.6

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$364	\$711	\$154	\$302	2.4	2.0
Private Home	\$87	\$236	\$37	\$101	2.3	2.7
Other Overnight	\$150	\$455	\$55	\$167	2.7	3.0
All Overnight	\$157	\$391	\$67	\$167	2.3	2.5

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,135	1,167	1,266	538	495	537
Private Home	3,524	3,527	3,636	1,734	1,515	1,562
Other Overnight	115	118	119	43	44	44
All Overnight	4,775	4,812	5,021	2,314	2,054	2,143

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	580	597	647	267	253	275
Private Home	1,293	1,294	1,334	606	556	573
Other Overnight	38	39	39	14	14	15
All Overnight	1,911	1,929	2,020	887	823	862

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Columbia County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$79,271
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$2.17

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$186
Additional employment if each resident household encouraged one additional overnight visitor	2

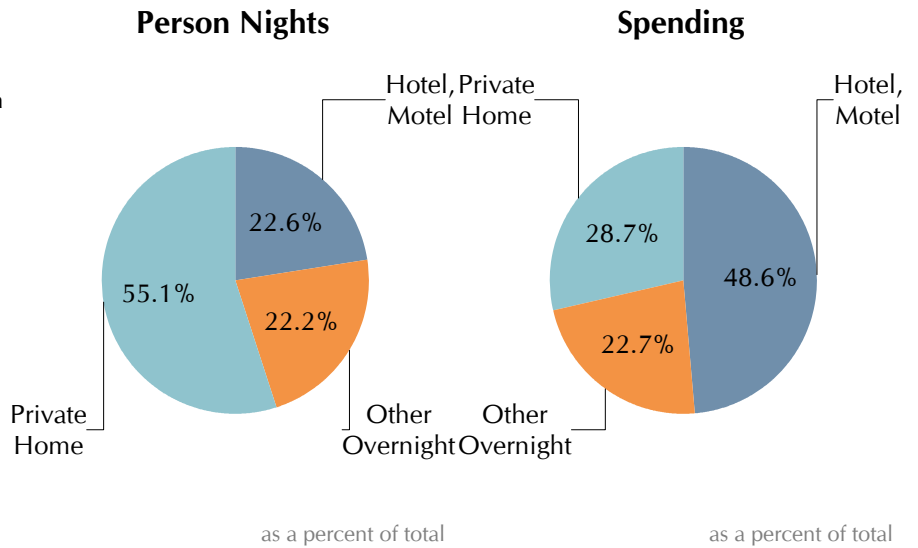
Visitor Shares

Travel Share of Total Employment (2016)*	4.5 %
Visitor Share of Taxable Sales (2016)**	8.8 %
Overnight Visitor Share (2017p)***	8.3 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	17.7	27.8	3.0
Private Home	31.3	67.6	1.8
Other Overnight	9.8	27.3	1.4
All Overnight	58.8	122.7	6.3

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Columbia County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	7.0	7.1	8.4	7.5	7.6	8.4	9.8%	2.5%	
Other	0.4	0.5	0.4	0.3	0.3	0.4	20.5%	-1.6%	
Visitor	6.6	6.7	7.9	7.2	7.3	8.0	9.3%	2.7%	
Non-transportation	5.8	5.7	7.0	6.5	6.6	7.2	8.5%	3.0%	
Transportation	0.8	0.9	0.9	0.7	0.7	0.8	16.5%	0.2%	
Earnings									
Earnings (Current \$)	1.7	1.8	2.0	2.1	2.1	2.3	10.2%	4.5%	
Employment									
Employment	90	90	100	100	100	100	5.3%	1.5%	
Tax Revenue									
Total (Current \$)	0.6	0.6	0.7	0.6	0.7	0.7	7.5%	3.5%	
Local Tax Receipts	0.1	0.1	0.2	0.2	0.2	0.2	5.6%	4.3%	
Visitor	0.1	0.1	0.1	0.1	0.1	0.1	10.5%	5.6%	
Business or Employee	0.1	0.1	0.1	0.1	0.1	0.1	0.3%	2.9%	
State Tax Receipts	0.4	0.4	0.5	0.5	0.5	0.5	8.0%	3.3%	
Visitor	0.3	0.3	0.4	0.3	0.4	0.4	10.1%	3.1%	
Business or Employee	0.1	0.1	0.1	0.1	0.1	0.1	2.5%	3.7%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Columbia County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	5.9	7.3	6.6	6.7	7.9	7.2	7.3	8.0
Other Travel*	0.2	0.3	0.4	0.5	0.4	0.3	0.3	0.4
Total	6.1	7.6	7.0	7.1	8.4	7.5	7.6	8.4

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	0.8	1.1	0.9	0.8	1.5	1.3	1.3	1.5
Food Service	1.7	2.2	2.0	2.0	2.4	2.2	2.3	2.5
Food Stores	0.7	0.9	0.9	1.0	1.1	1.0	1.1	1.1
Local Tran. & Gas	0.5	0.8	0.8	0.9	0.9	0.7	0.7	0.8
Arts, Ent. & Rec.	0.9	1.1	0.9	0.9	1.0	0.9	0.9	1.0
Retail Sales	1.2	1.3	1.1	1.1	1.1	1.0	1.0	1.1
Total	5.9	7.3	6.6	6.7	7.9	7.2	7.3	8.0

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	0.8	1.0	0.8	0.9	1.0	1.1	1.1	1.3
Arts, Ent. & Rec.	0.3	0.4	0.3	0.3	0.3	0.3	0.3	0.3
Retail**	0.4	0.5	0.5	0.5	0.5	0.5	0.5	0.6
Ground Tran.	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	1.6	2.0	1.7	1.8	2.0	2.1	2.1	2.3

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	70	90	60	60	60	60	60	70
Arts, Ent. & Rec.	20	20	10	10	10	10	10	10
Retail**	20	20	20	20	20	20	20	20
Ground Tran.	0	0	0	0	0	0	0	0
Other Travel*	0	0	0	0	0	0	0	0
Total	120	130	90	90	100	100	100	100

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2
Visitor	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Business or Employee	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
State Tax Receipts	0.4	0.5	0.4	0.4	0.5	0.5	0.5	0.5
Visitor	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4
Business or Employee	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Local & State Receipts	0.5	0.6	0.6	0.6	0.7	0.6	0.7	0.7

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Columbia County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	3.7	4.3	4.4	4.7	4.5	4.6	5.0
All Overnight	2.1	2.5	2.6	2.9	2.9	3.0	3.2
Private Home	1.3	1.5	1.6	1.6	1.6	1.7	1.8
Other Overnight	0.8	1.0	1.0	1.3	1.3	1.4	1.4
Day Travel	1.5	1.8	1.7	1.8	1.6	1.6	1.7
Day Travel	1.5	1.8	1.7	1.8	1.6	1.6	1.7

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$274	\$430	\$109	\$172	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$145	\$403	\$52	\$145	2.8	2.8
All Overnight	\$129	\$267	\$51	\$106	2.5	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	26	25	28	10	10	11
Private Home	63	64	68	26	26	28
Other Overnight	26	27	27	9	10	10
All Overnight	114	116	123	45	46	49

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	16	16	18	7	6	7
Private Home	29	30	31	12	12	13
Other Overnight	9	10	10	3	3	4
All Overnight	55	55	59	22	22	23

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Cowlitz County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$84,290
Employee Earnings generated by \$100 Visitor Spending	\$28
Local Tax Revenues generated by \$100 Visitor Spending	\$2.38

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$4,362
Additional employment if each resident household encouraged one additional overnight visitor	52

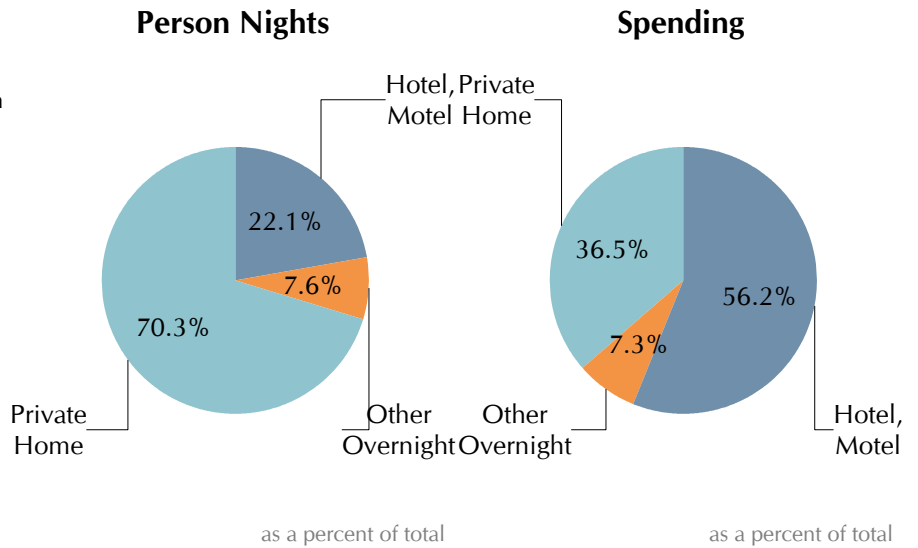
Visitor Shares

Travel Share of Total Employment (2016)*	4.5 %
Visitor Share of Taxable Sales (2016)**	7.7 %
Overnight Visitor Share (2017p)***	6.5 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	358.5	562.4	73.1
Private Home	827.5	1,786.2	47.5
Other Overnight	67.4	192.3	9.6
All Overnight	1,253.3	2,540.9	130.1

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Cowlitz County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	150.6	163.0	168.4	171.4	174.1	194.1	11.5%	3.7%	
Other	10.7	12.6	11.4	9.0	8.6	10.2	18.2%	-0.7%	
Visitor	140.0	150.5	156.9	162.4	165.5	183.9	11.1%	4.0%	
Non-transportation	122.0	129.9	137.5	145.6	149.2	164.8	10.4%	4.4%	
Transportation	18.0	20.6	19.4	16.8	16.3	19.1	17.3%	0.9%	
Earnings									
Earnings (Current \$)	36.6	39.6	44.8	47.3	48.6	51.5	6.0%	5.0%	
Employment									
Employment	1,860	1,870	2,130	2,140	2,220	2,200	-0.7%	2.5%	
Tax Revenue									
Total (Current \$)	13.1	13.7	14.7	15.6	16.3	17.6	7.5%	4.3%	
Local Tax Receipts	3.3	3.4	3.8	4.0	4.2	4.4	4.7%	4.4%	
Visitor	1.8	1.9	2.1	2.2	2.3	2.6	11.5%	5.0%	
Business or Employee	1.4	1.5	1.7	1.8	1.9	1.8	-3.5%	3.5%	
State Tax Receipts	9.8	10.3	10.9	11.5	12.2	13.2	8.5%	4.3%	
Visitor	7.5	7.9	8.2	8.6	9.1	10.1	11.4%	4.3%	
Business or Employee	2.3	2.4	2.7	2.9	3.1	3.1	0.0%	4.4%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Cowlitz County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	110.2	120.6	140.0	150.5	156.9	162.4	165.5	183.9
Other Travel*	5.9	8.9	10.7	12.6	11.4	9.0	8.6	10.2
Total	116.2	129.5	150.6	163.0	168.4	171.4	174.1	194.1

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	12.0	13.0	15.0	15.3	17.3	19.2	20.2	23.1
Food Service	32.1	36.6	44.1	48.2	51.8	55.5	57.8	65.2
Food Stores	14.5	16.3	19.5	21.1	22.1	23.0	22.9	24.1
Local Tran. & Gas	10.4	14.2	18.0	20.6	19.4	16.8	16.3	19.1
Arts, Ent. & Rec.	17.5	17.9	19.1	20.0	20.6	21.4	21.9	23.9
Retail Sales	23.7	22.6	24.2	25.3	25.7	26.4	26.5	28.4
Total	110.2	120.6	140.0	150.5	156.9	162.4	165.5	183.9

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	15.7	17.8	20.5	23.7	23.7	24.4	25.4	28.0
Arts, Ent. & Rec.	7.0	7.0	7.0	6.5	11.2	12.3	12.6	11.8
Retail**	5.2	5.6	6.3	6.6	7.1	7.6	7.6	8.4
Ground Tran.	1.7	1.9	2.3	2.3	2.4	2.5	2.6	2.9
Other Travel*	0.6	0.5	0.4	0.5	0.5	0.5	0.4	0.5
Total	30.1	32.9	36.6	39.6	44.8	47.3	48.6	51.5

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,030	1,020	1,000	1,080	1,100	1,090	1,120	1,120
Arts, Ent. & Rec.	560	470	480	420	650	660	720	670
Retail**	300	270	270	270	280	290	280	310
Ground Tran.	80	80	80	80	80	80	70	80
Other Travel*	40	30	20	20	20	20	20	20
Total	2,010	1,880	1,860	1,870	2,130	2,140	2,220	2,200

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	2.5	2.7	3.3	3.4	3.8	4.0	4.2	4.4
Visitor	1.3	1.5	1.8	1.9	2.1	2.2	2.3	2.6
Business or Employee	1.1	1.2	1.4	1.5	1.7	1.8	1.9	1.8
State Tax Receipts	7.8	8.6	9.8	10.3	10.9	11.5	12.2	13.2
Visitor	5.9	6.5	7.5	7.9	8.2	8.6	9.1	10.1
Business or Employee	1.9	2.1	2.3	2.4	2.7	2.9	3.1	3.1
Total Local & State Receipts	10.3	11.3	13.1	13.7	14.7	15.6	16.3	17.6

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Cowlitz County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	71.2	79.3	94.1	99.8	102.4	103.4	110.8
All Overnight	36.4	41.0	49.6	52.4	53.2	53.7	57.0
Private Home	29.5	34.8	41.3	43.6	44.2	44.5	47.5
Other Overnight	6.9	6.2	8.3	8.7	9.0	9.2	9.6
Day Travel	34.8	38.3	44.5	47.5	49.2	49.7	53.8
Day Travel	34.8	38.3	44.5	47.5	49.2	49.7	53.8

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$326	\$511	\$130	\$204	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$139	\$397	\$50	\$142	2.8	2.9
All Overnight	\$127	\$257	\$51	\$104	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	481	487	562	192	194	225
Private Home	1,715	1,719	1,786	703	705	732
Other Overnight	186	190	192	66	68	69
All Overnight	2,382	2,396	2,541	962	967	1,026

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	307	310	359	122	124	143
Private Home	795	796	827	326	327	339
Other Overnight	65	67	67	23	24	24
All Overnight	1,166	1,173	1,253	472	474	507

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Douglas County

County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$99,755
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$2.58

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$1,320
Additional employment if each resident household encouraged one additional overnight visitor	13

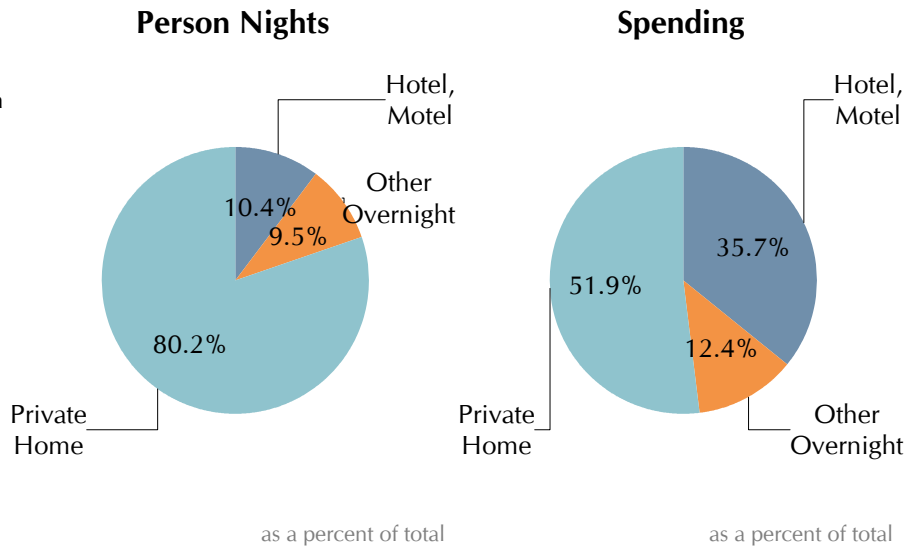
Visitor Shares

Travel Share of Total Employment (2016)*	2.8 %
Visitor Share of Taxable Sales (2016)**	3.6 %
Overnight Visitor Share (2017p)***	5.7 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	57.8	90.6	12.8
Private Home	324.6	700.8	18.6
Other Overnight	29.9	82.6	4.5
All Overnight	412.4	874.1	35.9

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Douglas County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	38.7	42.3	44.0	43.2	46.0	50.8	10.3%	4.0%
Other	3.8	4.6	4.3	3.3	3.2	3.8	19.0%	-0.2%
Visitor	34.9	37.7	39.8	39.9	42.9	47.0	9.6%	4.4%
Non-transportation	29.9	31.9	34.2	35.2	38.0	41.5	9.1%	4.8%
Transportation	5.0	5.8	5.5	4.8	4.8	5.5	14.2%	1.4%
Earnings								
Earnings (Current \$)	8.9	9.6	10.7	11.4	12.5	13.9	11.4%	6.6%
Employment								
Employment	400	410	410	420	450	470	6.0%	2.5%
Tax Revenue								
Total (Current \$)	3.3	3.5	3.7	3.9	4.3	4.7	8.5%	5.1%
Local Tax Receipts	0.8	0.9	1.0	1.0	1.1	1.2	8.4%	5.6%
Visitor	0.5	0.5	0.5	0.6	0.6	0.7	14.0%	6.1%
Business or Employee	0.4	0.4	0.4	0.5	0.5	0.5	1.5%	5.0%
State Tax Receipts	2.5	2.6	2.8	2.9	3.2	3.5	8.6%	4.9%
Visitor	1.9	2.0	2.1	2.2	2.4	2.7	10.2%	4.7%
Business or Employee	0.5	0.6	0.6	0.7	0.8	0.8	3.5%	5.6%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Douglas County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	26.8	29.3	34.9	37.7	39.8	39.9	42.9	47.0
Other Travel*	1.8	2.9	3.8	4.6	4.3	3.3	3.2	3.8
Total	28.6	32.3	38.7	42.3	44.0	43.2	46.0	50.8

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	2.4	2.3	3.0	3.1	3.6	3.7	4.2	5.1
Food Service	7.6	8.6	10.6	11.5	12.6	13.1	14.4	16.1
Food Stores	4.0	4.7	5.5	6.1	6.4	6.6	6.9	7.1
Local Tran. & Gas	2.8	4.0	5.0	5.8	5.5	4.8	4.8	5.5
Arts, Ent. & Rec.	4.2	4.3	4.7	4.9	5.1	5.2	5.6	6.0
Retail Sales	5.7	5.5	6.0	6.3	6.5	6.6	6.9	7.3
Total	26.8	29.3	34.9	37.7	39.8	39.9	42.9	47.0

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	3.7	4.0	4.7	5.2	5.9	6.4	7.2	8.2
Arts, Ent. & Rec.	1.8	1.8	1.9	2.0	2.1	2.3	2.4	2.6
Retail**	1.3	1.4	1.6	1.7	1.8	1.9	2.0	2.1
Ground Tran.	0.5	0.6	0.7	0.7	0.7	0.8	0.8	0.9
Other Travel*	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total	7.3	7.9	8.9	9.6	10.7	11.4	12.5	13.9

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	230	210	230	240	240	250	270	280
Arts, Ent. & Rec.	70	80	80	80	70	80	80	90
Retail**	70	60	70	70	70	70	70	80
Ground Tran.	20	30	20	20	20	20	20	20
Other Travel*	0	0	0	0	0	0	0	0
Total	400	380	400	410	410	420	450	470

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.6	0.7	0.8	0.9	1.0	1.0	1.1	1.2
Visitor	0.3	0.4	0.5	0.5	0.5	0.6	0.6	0.7
Business or Employee	0.3	0.3	0.4	0.4	0.4	0.5	0.5	0.5
State Tax Receipts	1.9	2.1	2.5	2.6	2.8	2.9	3.2	3.5
Visitor	1.5	1.6	1.9	2.0	2.1	2.2	2.4	2.7
Business or Employee	0.4	0.5	0.5	0.6	0.6	0.7	0.8	0.8
Total Local & State Receipts	2.6	2.8	3.3	3.5	3.7	3.9	4.3	4.7

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Douglas County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	20.2	23.6	27.7	30.4	31.2	32.7	34.2
All Overnight	13.5	16.0	18.9	20.7	21.2	22.2	23.1
Private Home	10.3	12.7	15.0	16.7	17.0	17.9	18.6
Other Overnight	3.2	3.3	3.9	4.0	4.2	4.3	4.5
Day Travel	6.7	7.6	8.8	9.7	10.0	10.5	11.1
Day Travel	6.7	7.6	8.8	9.7	10.0	10.5	11.1

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$354	\$556	\$141	\$222	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$150	\$415	\$54	\$149	2.8	2.8
All Overnight	\$102	\$215	\$41	\$87	2.5	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	65	73	91	26	29	36
Private Home	660	690	701	271	283	287
Other Overnight	80	82	83	29	29	30
All Overnight	805	846	874	325	342	353

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	41	47	58	17	19	23
Private Home	306	320	325	125	131	133
Other Overnight	29	30	30	10	11	11
All Overnight	376	396	412	152	161	167

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Ferry County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$79,248
Employee Earnings generated by \$100 Visitor Spending	\$21
Local Tax Revenues generated by \$100 Visitor Spending	\$1.71

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$348
Additional employment if each resident household encouraged one additional overnight visitor	4

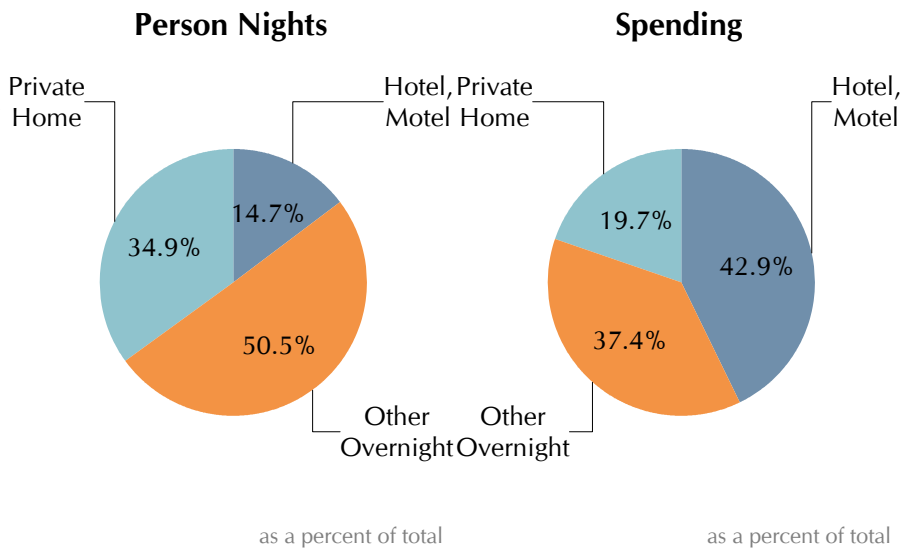
Visitor Shares

Travel Share of Total Employment (2016)*	9.1 %
Visitor Share of Taxable Sales (2016)**	25.4 %
Overnight Visitor Share (2017p)***	12.6 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	32.8	51.4	7.1
Private Home	56.6	122.2	3.2
Other Overnight	62.5	176.8	6.1
All Overnight	151.9	350.5	16.5

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Ferry County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	16.9	19.0	18.4	19.0	19.3	19.5	0.8%	2.1%
Other	0.7	0.9	0.8	0.6	0.6	0.7	17.0%	-1.3%
Visitor	16.1	18.1	17.6	18.3	18.7	18.8	0.3%	2.2%
Non-transportation	13.5	15.1	14.8	15.9	16.4	16.2	-1.0%	2.7%
Transportation	2.7	3.0	2.8	2.4	2.4	2.6	9.3%	-0.5%
Earnings								
Earnings (Current \$)	3.6	4.0	4.1	3.9	4.0	4.0	0.6%	1.5%
Employment								
Employment	230	260	280	260	250	240	-5.3%	0.3%
Tax Revenue								
Total (Current \$)	1.2	1.4	1.3	1.4	1.5	1.5	-1.4%	2.3%
Local Tax Receipts	0.3	0.3	0.3	0.3	0.3	0.3	-4.8%	1.6%
Visitor	0.1	0.2	0.2	0.2	0.2	0.2	-1.9%	2.9%
Business or Employee	0.1	0.2	0.2	0.1	0.2	0.1	-8.4%	0.0%
State Tax Receipts	1.0	1.0	1.0	1.1	1.1	1.1	-0.4%	2.5%
Visitor	0.7	0.8	0.8	0.8	0.9	0.9	1.4%	2.9%
Business or Employee	0.2	0.3	0.3	0.3	0.3	0.3	-5.9%	1.4%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Ferry County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	13.9	14.2	16.1	18.1	17.6	18.3	18.7	18.8
Other Travel*	0.4	0.6	0.7	0.9	0.8	0.6	0.6	0.7
Total	14.2	14.8	16.9	19.0	18.4	19.0	19.3	19.5

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	2.2	2.1	2.6	3.0	2.9	3.2	3.4	3.3
Food Service	3.6	3.8	4.4	5.1	5.1	5.5	5.8	5.8
Food Stores	1.9	2.0	2.3	2.5	2.5	2.6	2.6	2.6
Local Tran. & Gas	1.8	2.2	2.7	3.0	2.8	2.4	2.4	2.6
Arts, Ent. & Rec.	2.0	1.9	1.9	2.1	2.0	2.2	2.2	2.2
Retail Sales	2.4	2.1	2.2	2.4	2.3	2.4	2.4	2.3
Total	13.9	14.2	16.1	18.1	17.6	18.3	18.7	18.8

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1.6	1.7	1.8	2.1	2.2	2.0	2.1	2.1
Arts, Ent. & Rec.	0.7	0.7	0.7	0.7	0.7	0.6	0.6	0.6
Retail**	0.7	0.7	0.8	0.8	0.8	0.9	0.9	0.9
Ground Tran.	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.4
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	3.4	3.4	3.6	4.0	4.1	3.9	4.0	4.0

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	150	170	150	170	190	180	170	160
Arts, Ent. & Rec.	40	40	30	30	30	30	30	20
Retail**	60	40	40	40	40	40	40	40
Ground Tran.	10	10	10	10	10	10	10	10
Other Travel*	0	0	0	0	0	0	0	0
Total	270	270	230	260	280	260	250	240

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Visitor	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Business or Employee	0.1	0.1	0.1	0.2	0.2	0.1	0.2	0.1
State Tax Receipts	0.8	0.9	1.0	1.0	1.0	1.1	1.1	1.1
Visitor	0.6	0.6	0.7	0.8	0.8	0.8	0.9	0.9
Business or Employee	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.3
Total Local & State Receipts	1.1	1.1	1.2	1.4	1.3	1.4	1.5	1.5

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Ferry County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	9.1	9.6	10.7	11.4	11.3	11.4	11.7
All Overnight	7.2	7.7	8.6	9.1	9.1	9.1	9.4
Private Home	2.4	2.7	2.9	3.3	3.3	3.2	3.2
Other Overnight	4.8	4.9	5.7	5.8	5.8	5.9	6.1
Day Travel	1.9	1.9	2.1	2.3	2.3	2.3	2.3
Day Travel	1.9	1.9	2.1	2.3	2.3	2.3	2.3

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$344	\$539	\$137	\$215	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$97	\$275	\$35	\$98	2.8	2.8
All Overnight	\$123	\$280	\$47	\$108	2.6	2.3

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	54	54	51	21	22	21
Private Home	127	124	122	52	51	50
Other Overnight	171	175	177	61	63	63
All Overnight	352	354	350	135	135	134

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	34	35	33	14	14	13
Private Home	59	58	57	24	24	23
Other Overnight	61	62	62	22	22	22
All Overnight	154	154	152	59	60	59

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Franklin County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$99,034
Employee Earnings generated by \$100 Visitor Spending	\$25
Local Tax Revenues generated by \$100 Visitor Spending	\$3.29

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$3,619
Additional employment if each resident household encouraged one additional overnight visitor	37

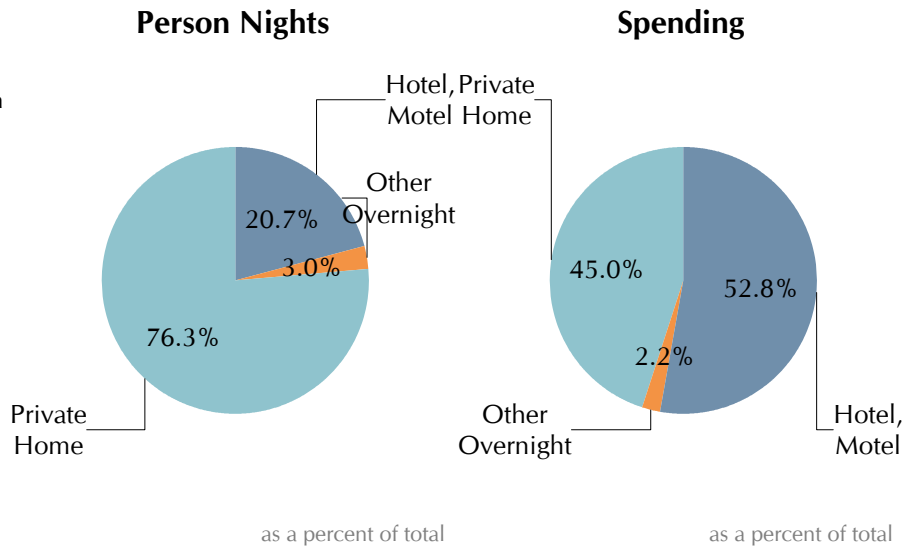
Visitor Shares

Travel Share of Total Employment (2016)*	4.6 %
Visitor Share of Taxable Sales (2016)**	6.5 %
Overnight Visitor Share (2017p)***	6.0 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	266.5	418.0	69.9
Private Home	713.0	1,539.2	59.5
Other Overnight	21.4	61.0	2.9
All Overnight	1,000.9	2,018.2	132.2

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Franklin County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	207.6	209.4	217.6	220.2	224.6	243.5	8.4%	2.3%	
Other	65.7	63.6	63.7	65.0	65.6	69.6	6.1%	0.8%	
Visitor	141.9	145.8	153.8	155.1	159.0	173.9	9.4%	2.9%	
Non-transportation	96.2	100.8	106.0	108.6	113.1	126.8	12.1%	4.0%	
Transportation	45.7	45.0	47.8	46.5	45.9	47.0	2.6%	0.4%	
Earnings									
Earnings (Current \$)	31.9	35.1	49.0	51.8	60.1	68.2	13.5%	11.5%	
Employment									
Employment	1,490	1,570	1,870	1,880	1,910	2,020	5.5%	4.4%	
Tax Revenue									
Total (Current \$)	11.5	12.0	13.6	14.2	15.6	17.1	9.5%	5.8%	
Local Tax Receipts	3.7	3.9	4.6	4.8	5.3	5.7	8.0%	6.4%	
Visitor	2.4	2.5	2.6	2.7	2.8	3.2	12.1%	4.2%	
Business or Employee	1.3	1.4	2.0	2.1	2.5	2.6	3.3%	9.9%	
State Tax Receipts	7.8	8.1	9.0	9.4	10.3	11.4	10.3%	5.5%	
Visitor	5.9	6.1	6.4	6.5	7.0	7.9	12.8%	4.2%	
Business or Employee	1.9	2.0	2.6	2.8	3.3	3.5	4.9%	9.3%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Franklin County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	75.0	102.3	141.9	145.8	153.8	155.1	159.0	173.9
Other Travel*	25.7	42.4	65.7	63.6	63.7	65.0	65.6	69.6
Total	100.7	144.7	207.6	209.4	217.6	220.2	224.6	243.5

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	6.9	9.4	13.0	13.4	14.0	14.5	15.3	18.3
Food Service	17.7	25.4	35.8	37.6	40.2	41.5	44.0	50.3
Food Stores	7.4	10.0	13.9	15.3	16.4	16.8	17.1	18.0
Local Tran. & Gas	5.5	9.2	13.6	15.6	15.0	12.7	12.5	14.8
Arts, Ent. & Rec.	9.4	12.0	15.0	15.3	15.8	15.9	16.5	18.3
Retail Sales	12.6	14.8	18.6	19.3	19.7	19.7	20.2	21.8
Visitor Air Tran.	15.4	21.5	32.1	29.3	32.9	33.8	33.3	32.2
Total	75.0	102.3	141.9	145.8	153.8	155.1	159.0	173.9

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	8.5	12.0	16.4	19.8	22.3	24.4	25.8	29.4
Arts, Ent. & Rec.	3.6	4.5	5.2	4.9	6.4	5.3	5.5	5.5
Retail**	2.6	3.4	4.4	4.6	5.1	5.3	5.4	6.0
Ground Tran.	0.9	1.3	1.7	1.7	1.9	1.9	2.0	2.3
Other Travel*	3.5	3.8	4.1	4.0	13.3	15.0	21.5	25.1
Total	19.0	25.0	31.9	35.1	49.0	51.8	60.1	68.2

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	610	700	780	880	960	990	1,030	1,090
Arts, Ent. & Rec.	350	370	410	400	440	400	400	390
Retail**	140	150	180	190	200	210	200	220
Ground Tran.	40	50	60	60	60	60	60	60
Other Travel*	70	60	60	50	210	220	230	260
Total	1,200	1,340	1,490	1,570	1,870	1,880	1,910	2,020

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	1.9	2.8	3.7	3.9	4.6	4.8	5.3	5.7
Visitor	1.1	1.8	2.4	2.5	2.6	2.7	2.8	3.2
Business or Employee	0.8	1.0	1.3	1.4	2.0	2.1	2.5	2.6
State Tax Receipts	4.3	5.8	7.8	8.1	9.0	9.4	10.3	11.4
Visitor	3.2	4.3	5.9	6.1	6.4	6.5	7.0	7.9
Business or Employee	1.1	1.5	1.9	2.0	2.6	2.8	3.3	3.5
Total Local & State Receipts	6.1	8.6	11.5	12.0	13.6	14.2	15.6	17.1

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Franklin County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	36.0	48.1	66.7	73.2	76.6	78.8	84.7
All Overnight	18.7	24.8	35.0	38.9	40.9	42.0	44.7
Private Home	16.1	23.1	32.7	36.2	38.1	39.2	41.7
Other Overnight	2.6	1.7	2.2	2.7	2.7	2.8	2.9
Day Travel	17.3	23.3	31.8	34.3	35.8	36.8	40.0
Day Travel	17.3	23.3	31.8	34.3	35.8	36.8	40.0

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$395	\$637	\$167	\$262	2.4	1.6
Private Home	\$92	\$201	\$39	\$83	2.4	2.2
Other Overnight	\$134	\$381	\$48	\$136	2.8	2.9
All Overnight	\$157	\$321	\$66	\$132	2.4	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	339	349	418	144	149	177
Private Home	1,449	1,480	1,539	607	620	644
Other Overnight	59	60	61	21	22	22
All Overnight	1,846	1,889	2,018	772	791	843

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	216	222	266	89	92	110
Private Home	671	686	713	278	284	295
Other Overnight	21	21	21	7	8	8
All Overnight	908	929	1,001	375	384	412

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Garfield County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$69,951
Employee Earnings generated by \$100 Visitor Spending	\$30
Local Tax Revenues generated by \$100 Visitor Spending	\$1.66

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$65
Additional employment if each resident household encouraged one additional overnight visitor	1

Visitor Shares

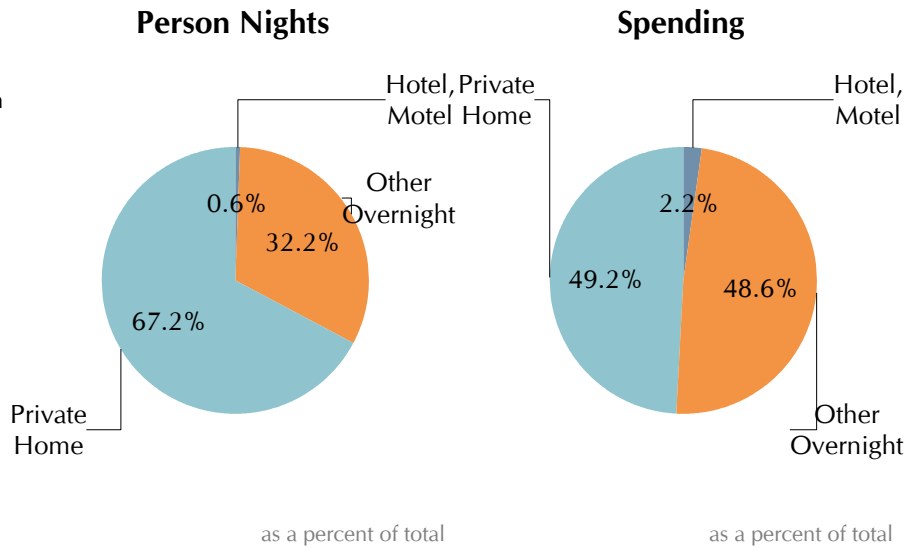
Travel Share of Total Employment (2016)*	2.5 %
Visitor Share of Taxable Sales (2016)**	4.3 %
Overnight Visitor Share (2017p)***	6.7 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.

**Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	0.2	0.3	0.0
Private Home	16.7	36.1	0.8
Other Overnight	6.4	17.3	0.8
All Overnight	23.3	53.8	1.6

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Garfield County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	2.1	2.3	2.3	2.2	2.2	2.3	2.9%	1.0%
Other	0.2	0.3	0.2	0.2	0.2	0.2	15.3%	-1.7%
Visitor	1.9	2.0	2.0	2.0	2.0	2.1	1.8%	1.3%
Non-transportation	1.6	1.6	1.7	1.7	1.8	1.8	0.5%	1.7%
Transportation	0.3	0.4	0.3	0.3	0.3	0.3	10.4%	-0.8%
Earnings								
Earnings (Current \$)	0.5	0.5	0.6	0.6	0.6	0.6	2.4%	3.5%
Employment								
Employment	30	30	30	30	30	30	-1.9%	-0.4%
Tax Revenue								
Total (Current \$)	0.2	0.2	0.2	0.2	0.2	0.2	0.1%	2.0%
Local Tax Receipts	0.0	0.0	0.0	0.0	0.0	0.0	-4.0%	1.8%
Visitor	0.0	0.0	0.0	0.0	0.0	0.0	0.9%	1.7%
Business or Employee	0.0	0.0	0.0	0.0	0.0	0.0	-6.8%	1.9%
State Tax Receipts	0.1	0.1	0.1	0.1	0.2	0.2	1.1%	2.1%
Visitor	0.1	0.1	0.1	0.1	0.1	0.1	3.3%	1.9%
Business or Employee	0.0	0.0	0.0	0.0	0.0	0.0	-4.9%	2.6%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Garfield County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	1.7	1.7	1.9	2.0	2.0	2.0	2.0	2.1
Other Travel*	0.1	0.2	0.2	0.3	0.2	0.2	0.2	0.2
Total	1.8	1.9	2.1	2.3	2.3	2.2	2.2	2.3

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Food Service	0.4	0.4	0.5	0.5	0.5	0.5	0.6	0.6
Food Stores	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.4
Local Tran. & Gas	0.2	0.3	0.3	0.4	0.3	0.3	0.3	0.3
Arts, Ent. & Rec.	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Retail Sales	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Total	1.7	1.7	1.9	2.0	2.0	2.0	2.0	2.1

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3
Arts, Ent. & Rec.	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Retail**	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2
Ground Tran.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	0.5	0.5	0.5	0.5	0.6	0.6	0.6	0.6

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	10	10	10	20	20	20	20	20
Arts, Ent. & Rec.	10	10	10	10	10	10	10	10
Retail**	10	10	0	0	0	0	0	10
Ground Tran.	0	0	0	0	0	0	0	0
Other Travel*	0	0	0	0	0	0	0	0
Total	30	20	30	30	30	30	30	30

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Visitor	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Business or Employee	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
State Tax Receipts	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2
Visitor	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Business or Employee	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Local & State Receipts	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Garfield County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	1.7	1.7	1.9	2.0	2.0	2.0	2.1
All Overnight	1.2	1.3	1.4	1.5	1.5	1.5	1.5
Private Home	0.6	0.7	0.7	0.7	0.7	0.8	0.8
Other Overnight	0.6	0.6	0.7	0.7	0.7	0.7	0.8
Day Travel	0.4	0.4	0.5	0.5	0.5	0.5	0.5
Day Travel	0.4	0.4	0.5	0.5	0.5	0.5	0.5

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$284	\$446	\$114	\$178	2.5	1.6
Private Home	\$52	\$112	\$21	\$46	2.4	2.2
Other Overnight	\$122	\$332	\$44	\$120	2.8	2.7
All Overnight	\$74	\$170	\$29	\$67	2.5	2.3

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	0	0	0	0	0	0
Private Home	36	36	36	15	15	15
Other Overnight	17	17	17	6	6	6
All Overnight	53	54	54	21	21	21

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	0	0	0	0	0	0
Private Home	17	17	17	7	7	7
Other Overnight	6	6	6	2	2	2
All Overnight	23	23	23	9	9	9

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Grant County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$78,257
Employee Earnings generated by \$100 Visitor Spending	\$33
Local Tax Revenues generated by \$100 Visitor Spending	\$2.68

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$4,214
Additional employment if each resident household encouraged one additional overnight visitor	54

Visitor Shares

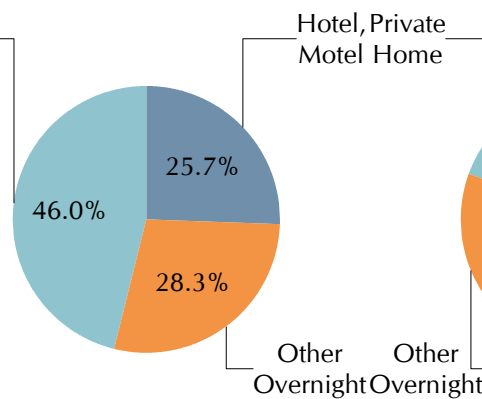
Travel Share of Total Employment (2016)*	6.8 %
Visitor Share of Taxable Sales (2016)**	10.1 %
Overnight Visitor Share (2017p)***	9.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

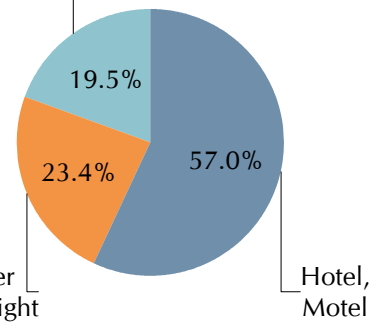
Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.

Person Nights



as a percent of total

Spending



as a percent of total

	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	560.8	879.7	122.2
Private Home	730.0	1,575.9	41.9
Other Overnight	339.6	970.3	50.2
All Overnight	1,630.4	3,425.8	214.2

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Grant County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	218.1	226.1	245.0	240.6	252.0	269.3	6.9%	3.1%	
Other	9.1	10.8	9.9	7.6	7.2	8.6	19.3%	-0.9%	
Visitor	209.0	215.3	235.1	233.0	244.8	260.7	6.5%	3.2%	
Non-transportation	183.5	186.9	207.4	209.6	221.6	234.4	5.8%	3.6%	
Transportation	25.5	28.5	27.7	23.4	23.2	26.3	13.4%	0.5%	
Earnings									
Earnings (Current \$)	62.7	66.8	75.9	75.3	80.2	87.0	8.5%	4.8%	
Employment									
Employment	2,900	2,980	3,160	3,130	3,250	3,340	2.7%	2.1%	
Tax Revenue									
Total (Current \$)	19.2	19.6	21.8	22.0	23.8	24.9	4.7%	3.8%	
Local Tax Receipts	5.4	5.6	6.3	6.3	6.8	7.0	3.1%	3.7%	
Visitor	2.9	2.9	3.3	3.3	3.6	3.9	6.9%	4.0%	
Business or Employee	2.5	2.6	3.0	3.0	3.2	3.1	-1.2%	3.3%	
State Tax Receipts	13.8	14.0	15.5	15.7	17.0	17.9	5.3%	3.8%	
Visitor	10.1	10.1	11.1	11.2	12.1	13.0	7.2%	3.7%	
Business or Employee	3.7	3.9	4.4	4.5	4.9	4.9	0.5%	4.0%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Grant County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	143.8	164.8	209.0	215.3	235.1	233.0	244.8	260.7
Other Travel*	4.8	7.2	9.1	10.8	9.9	7.6	7.2	8.6
Total	148.6	172.1	218.1	226.1	245.0	240.6	252.0	269.3

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	20.6	24.6	35.2	34.8	39.9	40.2	44.0	47.2
Food Service	41.0	48.6	63.2	64.8	73.9	75.3	80.6	87.0
Food Stores	19.3	22.4	28.3	30.3	32.6	33.3	33.9	34.5
Local Tran. & Gas	13.4	18.9	25.4	28.5	27.7	23.4	23.2	26.3
Arts, Ent. & Rec.	21.7	23.2	26.4	26.4	28.6	28.5	29.9	31.3
Retail Sales	27.1	26.6	30.4	30.6	32.5	32.2	33.2	34.3
Visitor Air Tran.	0.7	0.5	0.1	0.0	0.0	0.0	0.0	0.0
Total	143.8	164.8	209.0	215.3	235.1	233.0	244.8	260.7

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	25.2	30.3	39.1	42.8	47.6	46.7	50.5	54.4
Arts, Ent. & Rec.	10.2	10.6	11.4	11.7	14.7	14.5	15.2	17.0
Retail**	6.6	7.4	8.8	8.9	10.0	10.3	10.5	11.3
Ground Tran.	2.1	2.6	3.2	3.2	3.4	3.5	3.7	4.1
Other Travel*	0.8	0.2	0.3	0.2	0.2	0.2	0.2	0.2
Total	44.9	51.0	62.7	66.8	75.9	75.3	80.2	87.0

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,520	1,510	1,690	1,760	1,870	1,830	1,940	2,000
Arts, Ent. & Rec.	780	750	700	720	770	770	780	800
Retail**	380	360	380	370	410	410	410	420
Ground Tran.	100	110	110	110	110	110	110	110
Other Travel*	20	10	10	10	10	10	10	10
Total	2,800	2,750	2,900	2,980	3,160	3,130	3,250	3,340

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	3.7	4.2	5.4	5.6	6.3	6.3	6.8	7.0
Visitor	1.9	2.2	2.9	2.9	3.3	3.3	3.6	3.9
Business or Employee	1.8	2.0	2.5	2.6	3.0	3.0	3.2	3.1
State Tax Receipts	9.5	11.0	13.8	14.0	15.5	15.7	17.0	17.9
Visitor	6.8	7.9	10.1	10.1	11.1	11.2	12.1	13.0
Business or Employee	2.7	3.1	3.7	3.9	4.4	4.5	4.9	4.9
Total Local & State Receipts	13.1	15.2	19.2	19.6	21.8	22.0	23.8	24.9

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Grant County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	81.1	93.9	117.1	124.8	128.8	132.5	138.6
All Overnight	52.9	62.0	78.1	83.9	86.0	88.3	92.1
Private Home	24.7	29.5	35.7	38.1	38.9	39.9	41.9
Other Overnight	28.1	32.5	42.3	45.8	47.1	48.4	50.2
Day Travel	28.3	32.0	39.0	40.9	42.8	44.2	46.5
Day Travel	28.3	32.0	39.0	40.9	42.8	44.2	46.5

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$348	\$545	\$139	\$218	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$145	\$413	\$52	\$148	2.8	2.9
All Overnight	\$159	\$332	\$63	\$131	2.5	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	789	827	880	315	330	351
Private Home	1,509	1,543	1,576	619	633	646
Other Overnight	937	960	970	335	343	347
All Overnight	3,235	3,330	3,426	1,269	1,306	1,344

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	503	527	561	201	210	224
Private Home	699	715	730	287	293	299
Other Overnight	328	336	340	117	120	121
All Overnight	1,530	1,578	1,630	605	624	645

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Grays Harbor County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$61,986
Employee Earnings generated by \$100 Visitor Spending	\$32
Local Tax Revenues generated by \$100 Visitor Spending	\$3.46

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$5,280
Additional employment if each resident household encouraged one additional overnight visitor	85

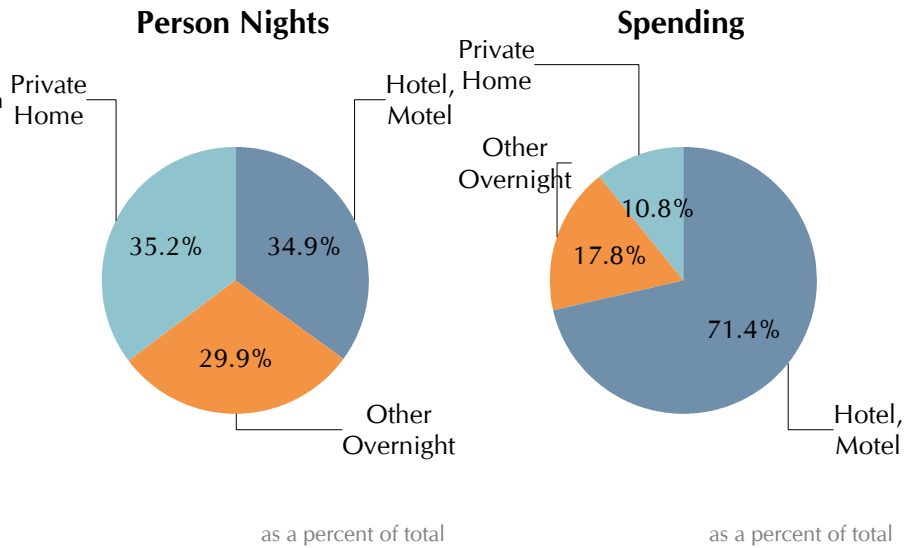
Visitor Shares

Travel Share of Total Employment (2016)*	20.1 %
Visitor Share of Taxable Sales (2016)**	25.3 %
Overnight Visitor Share (2017p)***	12.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	762.6	1,196.2	222.0
Private Home	557.7	1,203.8	33.6
Other Overnight	359.6	1,023.2	55.2
All Overnight	1,679.9	3,423.2	310.8

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Grays Harbor County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	262.4	296.5	334.5	348.3	349.3	375.1	7.4%	5.2%
Other	7.7	8.9	8.0	6.3	6.0	7.0	17.7%	-1.2%
Visitor	254.7	287.5	326.4	342.0	343.3	368.0	7.2%	5.4%
Non-transportation	230.2	257.6	296.9	316.7	319.2	340.4	6.6%	5.7%
Transportation	24.5	29.9	29.5	25.4	24.1	27.7	14.6%	1.7%
Earnings								
Earnings (Current \$)	86.4	93.3	103.0	105.9	106.7	117.4	10.0%	4.5%
Employment								
Employment	5,270	5,310	5,910	6,050	6,070	5,950	-1.9%	1.8%
Tax Revenue								
Total (Current \$)	25.2	27.5	31.4	33.4	34.3	36.2	5.5%	5.3%
Local Tax Receipts	8.9	9.6	11.1	11.9	12.2	12.7	4.5%	5.2%
Visitor	5.2	5.7	6.7	7.4	7.6	8.1	7.1%	6.6%
Business or Employee	3.8	4.0	4.4	4.5	4.6	4.6	0.1%	3.0%
State Tax Receipts	16.3	17.9	20.2	21.5	22.1	23.5	6.1%	5.4%
Visitor	11.6	12.8	14.5	15.5	15.9	17.1	7.8%	5.8%
Business or Employee	4.7	5.1	5.7	6.0	6.3	6.4	1.9%	4.4%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Grays Harbor County Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	186.2	220.8	254.7	287.5	326.4	342.0	343.3	368.0
Other Travel*	4.2	6.5	7.7	8.9	8.0	6.3	6.0	7.0
Total	190.5	227.3	262.4	296.5	334.5	348.3	349.3	375.1

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	36.2	41.9	48.4	51.8	62.0	69.4	73.4	78.4
Food Service	48.5	62.5	76.3	87.7	104.5	111.8	112.5	122.4
Food Stores	21.0	24.1	28.0	32.4	35.2	36.6	36.1	37.1
Local Tran. & Gas	13.8	19.6	24.5	29.9	29.5	25.4	24.1	27.7
Arts, Ent. & Rec.	35.6	40.5	43.1	47.7	53.7	55.9	55.4	58.6
Retail Sales	31.1	32.2	34.4	38.0	41.7	42.9	41.9	43.8
Total	186.2	220.8	254.7	287.5	326.4	342.0	343.3	368.0

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	34.9	43.9	50.3	53.6	58.4	59.9	61.2	69.7
Arts, Ent. & Rec.	21.1	23.3	23.4	25.9	28.9	29.3	29.0	29.7
Retail**	7.4	8.5	9.4	10.4	11.9	12.7	12.4	13.4
Ground Tran.	2.2	2.6	3.0	3.2	3.4	3.6	3.7	4.1
Other Travel*	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Total	66.0	78.7	86.4	93.3	103.0	105.9	106.7	117.4

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,850	2,150	2,200	2,210	2,300	2,340	2,230	2,330
Arts, Ent. & Rec.	1,930	2,190	2,560	2,560	3,020	3,090	3,230	3,000
Retail**	400	390	390	420	450	500	490	490
Ground Tran.	100	110	110	110	110	110	110	110
Other Travel*	30	30	20	20	20	20	20	20
Total	4,310	4,860	5,270	5,310	5,910	6,050	6,070	5,950

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	6.0	7.8	8.9	9.6	11.1	11.9	12.2	12.7
Visitor	3.3	4.5	5.2	5.7	6.7	7.4	7.6	8.1
Business or Employee	2.7	3.3	3.8	4.0	4.4	4.5	4.6	4.6
State Tax Receipts	12.1	14.3	16.3	17.9	20.2	21.5	22.1	23.5
Visitor	8.3	9.9	11.6	12.8	14.5	15.5	15.9	17.1
Business or Employee	3.8	4.4	4.7	5.1	5.7	6.0	6.3	6.4
Total Local & State Receipts	18.0	22.1	25.2	27.5	31.4	33.4	34.3	36.2

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Grays Harbor County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	92.7	104.1	118.6	133.4	138.0	138.7	146.1
All Overnight	58.0	64.4	73.7	83.1	83.7	84.8	88.8
Private Home	22.9	27.0	30.3	32.5	31.7	31.5	33.6
Other Overnight	35.1	37.4	43.4	50.6	51.9	53.3	55.2
Day Travel	34.7	39.7	44.8	50.3	54.3	53.9	57.2
Day Travel	34.7	39.7	44.8	50.3	54.3	53.9	57.2

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$465	\$729	\$186	\$291	2.5	1.6
Private Home	\$68	\$147	\$28	\$60	2.4	2.2
Other Overnight	\$151	\$429	\$54	\$154	2.8	2.8
All Overnight	\$232	\$470	\$91	\$185	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,168	1,125	1,196	466	449	478
Private Home	1,173	1,157	1,204	481	474	494
Other Overnight	989	1,012	1,023	354	362	366
All Overnight	3,329	3,294	3,423	1,301	1,286	1,337

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	744	717	763	297	286	305
Private Home	544	536	558	223	220	229
Other Overnight	347	356	360	124	127	129
All Overnight	1,635	1,609	1,680	644	633	662

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Island County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$71,850
Employee Earnings generated by \$100 Visitor Spending	\$35
Local Tax Revenues generated by \$100 Visitor Spending	\$3.25

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$4,599
Additional employment if each resident household encouraged one additional overnight visitor	64

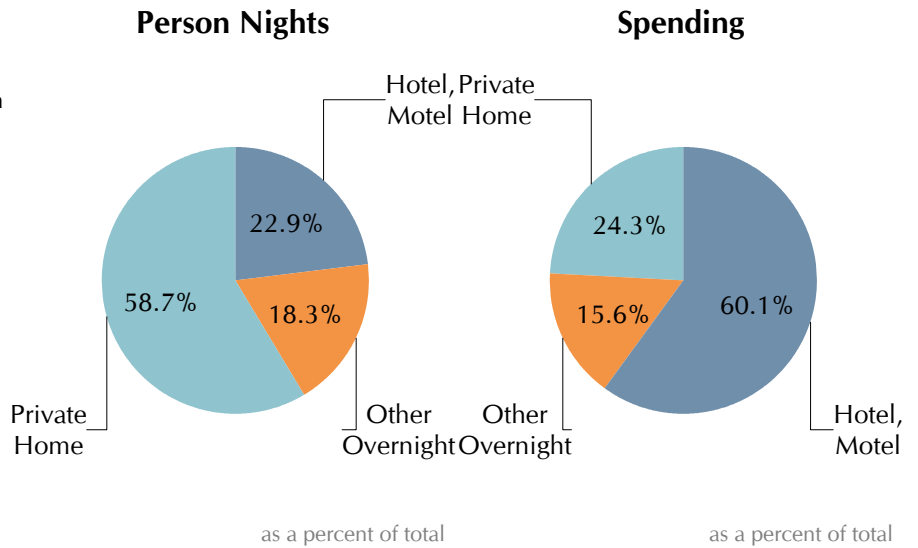
Visitor Shares

Travel Share of Total Employment (2016)*	8.1 %
Visitor Share of Taxable Sales (2016)**	14.5 %
Overnight Visitor Share (2017p)***	7.6 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	339.2	532.1	89.7
Private Home	631.3	1,362.8	36.2
Other Overnight	155.4	425.3	23.3
All Overnight	1,126.0	2,320.2	149.3

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Island County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	150.8	170.9	179.1	187.7	203.6	210.4	3.4%	4.9%	
Other	8.3	9.8	8.9	7.1	6.8	8.0	16.9%	-0.5%	
Visitor	142.5	161.0	170.1	180.6	196.7	202.4	2.9%	5.1%	
Non-transportation	126.3	141.9	152.0	164.7	180.6	184.7	2.2%	5.6%	
Transportation	16.2	19.1	18.1	15.9	16.1	17.8	10.5%	1.3%	
Earnings									
Earnings (Current \$)	43.0	48.6	54.8	58.0	64.0	70.6	10.3%	7.3%	
Employment									
Employment	2,240	2,430	2,630	2,610	2,790	2,830	1.6%	3.4%	
Tax Revenue									
Total (Current \$)	14.0	15.6	16.9	18.2	20.4	20.9	2.5%	5.9%	
Local Tax Receipts	4.3	4.8	5.4	5.8	6.5	6.6	1.6%	6.3%	
Visitor	2.4	2.8	3.0	3.3	3.7	3.8	2.5%	6.6%	
Business or Employee	1.9	2.1	2.3	2.5	2.8	2.8	0.4%	5.9%	
State Tax Receipts	9.7	10.7	11.5	12.4	13.9	14.3	3.0%	5.7%	
Visitor	7.3	8.0	8.5	9.2	10.2	10.6	3.7%	5.4%	
Business or Employee	2.4	2.7	3.0	3.3	3.7	3.7	1.0%	6.4%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Island County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	111.4	126.9	142.5	161.0	170.1	180.6	196.7	202.4
Other Travel*	4.5	7.0	8.3	9.8	8.9	7.1	6.8	8.0
Total	115.9	133.9	150.8	170.9	179.1	187.7	203.6	210.4

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	14.5	16.5	19.6	22.3	25.4	28.3	31.9	32.7
Food Service	32.1	38.0	44.2	51.1	55.5	61.1	68.6	71.5
Food Stores	14.2	16.8	19.1	21.1	22.4	23.7	24.5	24.4
Local Tran. & Gas	9.3	13.4	16.2	19.1	18.1	15.9	16.1	17.8
Arts, Ent. & Rec.	17.7	18.9	19.4	21.3	22.1	23.6	25.7	26.1
Retail Sales	23.5	23.3	24.0	26.1	26.6	28.1	29.9	29.9
Total	111.4	126.9	142.5	161.0	170.1	180.6	196.7	202.4

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	17.7	20.9	22.6	26.2	31.0	33.3	37.5	43.3
Arts, Ent. & Rec.	10.9	11.3	10.9	12.3	12.8	12.9	14.0	14.2
Retail**	6.0	6.7	7.2	7.7	8.4	9.2	9.6	10.0
Ground Tran.	1.4	1.8	2.0	2.0	2.1	2.3	2.4	2.6
Other Travel*	0.5	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Total	36.4	41.0	43.0	48.6	54.8	58.0	64.0	70.6

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,130	1,130	1,010	1,090	1,230	1,250	1,360	1,460
Arts, Ent. & Rec.	1,160	890	840	940	990	920	990	930
Retail**	330	300	300	320	330	350	350	360
Ground Tran.	70	80	70	70	70	70	70	70
Other Travel*	40	20	10	10	10	10	10	10
Total	2,730	2,420	2,240	2,430	2,630	2,610	2,790	2,830

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	3.1	3.9	4.3	4.8	5.4	5.8	6.5	6.6
Visitor	1.6	2.1	2.4	2.8	3.0	3.3	3.7	3.8
Business or Employee	1.5	1.7	1.9	2.1	2.3	2.5	2.8	2.8
State Tax Receipts	7.8	8.8	9.7	10.7	11.5	12.4	13.9	14.3
Visitor	5.7	6.5	7.3	8.0	8.5	9.2	10.2	10.6
Business or Employee	2.1	2.3	2.4	2.7	3.0	3.3	3.7	3.7
Total Local & State Receipts	10.9	12.7	14.0	15.6	16.9	18.2	20.4	20.9

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Island County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	72.2	83.8	93.9	101.0	106.3	110.5	112.7
All Overnight	38.5	45.3	51.3	54.5	56.8	58.4	59.5
Private Home	23.2	28.1	31.5	33.3	34.8	35.7	36.2
Other Overnight	15.3	17.2	19.7	21.2	22.0	22.6	23.3
Day Travel	33.6	38.5	42.6	46.5	49.5	52.1	53.2
Day Travel	33.6	38.5	42.6	46.5	49.5	52.1	53.2

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$422	\$662	\$169	\$265	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$152	\$417	\$55	\$150	2.8	2.7
All Overnight	\$161	\$331	\$64	\$133	2.5	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	455	521	532	182	208	213
Private Home	1,350	1,381	1,363	554	566	559
Other Overnight	413	422	425	149	152	153
All Overnight	2,217	2,323	2,320	884	926	924

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	290	332	339	116	133	135
Private Home	625	640	631	256	262	259
Other Overnight	151	154	155	54	56	56
All Overnight	1,066	1,126	1,126	426	450	450

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Jefferson County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$96,004
Employee Earnings generated by \$100 Visitor Spending	\$23
Local Tax Revenues generated by \$100 Visitor Spending	\$2.96

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$2,405
Additional employment if each resident household encouraged one additional overnight visitor	25

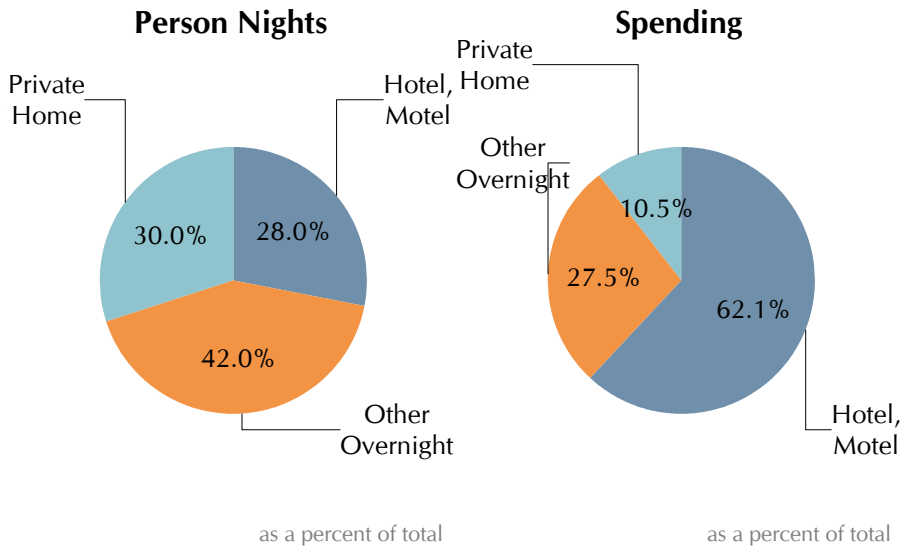
Visitor Shares

Travel Share of Total Employment (2016)*	10.5 %
Visitor Share of Taxable Sales (2016)**	22.0 %
Overnight Visitor Share (2017p)***	15.1 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	307.8	482.9	81.4
Private Home	239.5	517.1	13.7
Other Overnight	254.0	722.8	36.0
All Overnight	801.4	1,722.8	131.2

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Jefferson County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	110.7	120.3	125.0	136.0	146.8	155.7	6.1%	5.0%
Other	3.2	3.8	3.5	2.8	2.7	3.1	15.9%	-0.5%
Visitor	107.5	116.5	121.5	133.2	144.1	152.6	5.9%	5.1%
Non-transportation	95.1	101.9	107.8	121.0	131.8	138.8	5.3%	5.5%
Transportation	12.4	14.6	13.7	12.2	12.3	13.9	12.6%	1.7%
Earnings								
Earnings (Current \$)	27.9	28.3	30.4	32.1	35.1	36.0	2.5%	3.7%
Employment								
Employment	1,420	1,410	1,450	1,500	1,560	1,600	2.3%	1.7%
Tax Revenue								
Total (Current \$)	10.1	10.6	11.2	12.5	13.8	14.3	3.4%	5.0%
Local Tax Receipts	3.3	3.4	3.6	4.0	4.4	4.5	1.6%	4.7%
Visitor	2.1	2.2	2.3	2.7	2.9	3.1	6.0%	6.1%
Business or Employee	1.2	1.2	1.3	1.4	1.5	1.4	-6.7%	2.3%
State Tax Receipts	6.9	7.2	7.6	8.4	9.4	9.8	4.2%	5.1%
Visitor	5.2	5.6	5.8	6.5	7.2	7.6	6.4%	5.5%
Business or Employee	1.6	1.7	1.8	2.0	2.2	2.1	-2.9%	3.8%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Jefferson County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	93.9	99.4	107.5	116.5	121.5	133.2	144.1	152.6
Other Travel*	2.1	2.7	3.2	3.8	3.5	2.8	2.7	3.1
Total	95.9	102.0	110.7	120.3	125.0	136.0	146.8	155.7

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	16.9	18.0	19.4	19.8	21.8	25.5	28.1	29.8
Food Service	27.6	29.9	32.3	35.2	37.6	43.1	48.3	52.0
Food Stores	11.2	12.5	14.9	16.7	17.6	18.7	19.3	19.5
Local Tran. & Gas	7.5	10.0	12.4	14.6	13.7	12.2	12.3	13.9
Arts, Ent. & Rec.	14.1	13.9	13.5	14.3	14.6	16.2	17.6	18.4
Retail Sales	16.6	15.1	15.0	15.9	16.1	17.5	18.6	19.1
Total	93.9	99.4	107.5	116.5	121.5	133.2	144.1	152.6

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	14.8	16.1	16.3	17.0	18.1	18.8	21.0	20.5
Arts, Ent. & Rec.	6.1	5.9	5.4	4.7	5.2	5.5	6.0	6.8
Retail**	4.0	4.2	4.5	4.8	5.2	5.7	6.0	6.4
Ground Tran.	1.2	1.3	1.5	1.6	1.7	1.8	1.9	2.1
Other Travel*	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Total	26.4	27.6	27.9	28.3	30.4	32.1	35.1	36.0

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,040	940	850	860	880	880	930	880
Arts, Ent. & Rec.	500	400	310	280	290	310	320	400
Retail**	250	220	200	200	220	250	250	260
Ground Tran.	50	60	50	50	50	60	60	60
Other Travel*	20	10	10	10	10	10	10	10
Total	1,860	1,620	1,420	1,410	1,450	1,500	1,560	1,600

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	2.6	3.1	3.3	3.4	3.6	4.0	4.4	4.5
Visitor	1.6	1.9	2.1	2.2	2.3	2.7	2.9	3.1
Business or Employee	1.1	1.2	1.2	1.2	1.3	1.4	1.5	1.4
State Tax Receipts	6.2	6.5	6.9	7.2	7.6	8.4	9.4	9.8
Visitor	4.6	4.9	5.2	5.6	5.8	6.5	7.2	7.6
Business or Employee	1.6	1.6	1.6	1.7	1.8	2.0	2.2	2.1
Total Local & State Receipts	8.8	9.6	10.1	10.6	11.2	12.5	13.8	14.3

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Jefferson County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	42.9	48.4	57.7	63.7	66.6	68.9	71.2
All Overnight	29.1	33.5	41.0	45.6	47.1	48.3	49.8
Private Home	8.5	10.0	11.8	12.5	13.1	13.5	13.7
Other Overnight	20.5	23.4	29.2	33.0	34.0	34.8	36.0
Day Travel	13.8	14.9	16.7	18.2	19.6	20.6	21.4
Day Travel	13.8	14.9	16.7	18.2	19.6	20.6	21.4

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$422	\$662	\$169	\$265	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$139	\$397	\$50	\$142	2.8	2.8
All Overnight	\$198	\$420	\$76	\$164	2.6	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	408	454	483	163	181	193
Private Home	509	520	517	209	213	212
Other Overnight	700	716	723	250	256	259
All Overnight	1,616	1,691	1,723	622	651	663

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	260	290	308	104	116	123
Private Home	236	241	240	97	99	98
Other Overnight	246	252	254	88	90	91
All Overnight	741	782	801	288	305	312

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

King County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$166,234
Employee Earnings generated by \$100 Visitor Spending	\$26
Local Tax Revenues generated by \$100 Visitor Spending	\$7.33

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$520,426
Additional employment if each resident household encouraged one additional overnight visitor	3,131

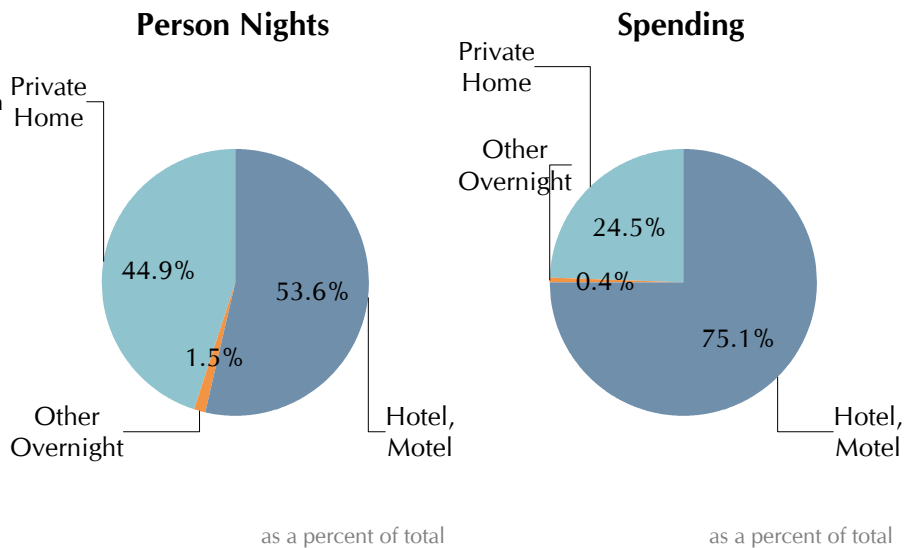
Visitor Shares

Travel Share of Total Employment (2016)*	3.9 %
Visitor Share of Taxable Sales (2016)**	6.9 %
Overnight Visitor Share (2017p)***	4.1 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	3,047.6	8,115.9	2,131.9
Private Home	1,350.1	6,910.9	364.7
Other Overnight	343.9	992.7	57.5
All Overnight	11,756.6	32,931.2	6,840.7

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

King County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	8,133	9,237	10,170	10,798	11,700	12,496	6.8%	6.3%
Other	2,727	3,304	3,664	3,874	4,250	4,663	9.7%	8.0%
Visitor	5,406	5,932	6,507	6,924	7,449	7,833	5.2%	5.4%
Non-transportation	3,533	3,926	4,380	4,675	5,141	5,369	4.4%	6.2%
Transportation	1,873	2,007	2,127	2,248	2,308	2,465	6.8%	4.0%
Earnings								
Earnings (Current \$)	2,506	2,882	3,321	3,644	4,145	4,598	10.9%	9.1%
Employment								
Employment	53,540	55,790	59,160	61,790	66,260	69,290	4.6%	3.8%
Tax Revenue								
Total (Current \$)	658	744	848	927	1,049	1,101	4.9%	7.6%
Local Tax Receipts	339	377	436	478	539	574	6.6%	7.8%
Visitor	216	240	278	304	338	372	9.8%	8.0%
Business or Employee	123	137	159	173	201	203	1.2%	7.5%
State Tax Receipts	319	367	411	450	510	526	3.2%	7.4%
Visitor	205	235	259	279	310	322	4.0%	6.7%
Business or Employee	114	132	153	171	200	204	1.9%	8.6%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

King County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	4,028.6	4,571.1	5,406.1	5,932.5	6,506.6	6,923.6	7,449.3	7,833.4
Other Travel*	1,762.3	2,316.3	2,726.9	3,304.5	3,663.6	3,874.2	4,250.4	4,663.0
Total	5,790.9	6,887.4	8,132.9	9,236.9	10,170.2	10,797.9	11,699.7	12,496.4

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	857.4	891.1	1,023.8	1,169.4	1,407.0	1,562.2	1,755.6	1,833.3
Food Service	753.4	974.3	1,192.2	1,331.3	1,467.3	1,556.7	1,723.4	1,828.5
Food Stores	136.5	167.3	194.7	218.4	237.3	248.3	259.7	264.4
Local Tran. & Gas	398.0	520.3	643.1	723.9	751.2	753.1	809.7	864.2
Arts, Ent. & Rec.	454.8	524.8	562.9	604.1	639.4	662.2	716.3	741.0
Retail Sales	492.3	519.5	559.6	602.4	628.7	645.9	686.3	701.7
Visitor Air Tran.	936.1	973.8	1,229.9	1,283.0	1,375.7	1,495.2	1,498.2	1,600.4
Total	4,028.6	4,571.1	5,406.1	5,932.5	6,506.6	6,923.6	7,449.3	7,833.4

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	575.1	687.7	786.5	857.4	961.9	1,033.7	1,151.5	1,229.9
Arts, Ent. & Rec.	289.2	324.6	317.1	333.3	420.2	451.4	488.2	505.1
Retail**	82.1	96.0	102.8	111.1	125.0	134.2	141.7	151.1
Ground Tran.	79.3	100.4	111.2	114.3	124.5	133.6	146.5	158.3
Other Travel*	847.9	1,101.0	1,188.1	1,466.3	1,689.6	1,890.9	2,216.9	2,553.9
Total	1,873.6	2,309.7	2,505.7	2,882.4	3,321.3	3,643.9	4,144.8	4,598.1

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	20,610	23,430	22,970	23,990	25,230	25,890	27,330	27,740
Arts, Ent. & Rec.	9,450	9,250	9,700	10,010	10,590	11,020	11,820	12,140
Retail**	2,900	3,230	3,090	3,090	3,060	3,070	3,010	2,950
Ground Tran.	3,570	4,150	3,830	3,820	3,960	4,100	4,140	4,280
Other Travel*	16,650	15,330	13,950	14,880	16,320	17,710	19,970	22,170
Total	53,180	55,370	53,540	55,790	59,160	61,790	66,260	69,290

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	225.6	272.7	339.2	377.0	436.4	477.8	538.8	574.5
Visitor	137.7	164.1	216.4	240.2	277.6	304.4	338.2	371.5
Business or Employee	88.0	108.6	122.7	136.8	158.8	173.4	200.6	203.0
State Tax Receipts	235.3	285.8	319.2	367.2	411.2	449.6	509.9	526.1
Visitor	147.1	176.1	204.8	235.4	258.5	278.9	309.9	322.5
Business or Employee	88.2	109.7	114.5	131.9	152.7	170.7	199.9	203.6
Total Local & State Receipts	461.0	558.5	658.4	744.3	847.6	927.4	1,048.7	1,100.6

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

King County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	1,013	1,175	1,358	1,478	1,597	1,691	1,758
All Overnight	516	584	675	728	782	818	846
Private Home	473	536	631	676	728	763	788
Other Overnight	44	48	45	51	54	55	58
Day Travel	497	591	682	750	815	873	913
Day Travel	497	591	682	750	815	873	913

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$615	\$1,460	\$294	\$690	2.1	2.4
Private Home	\$224	\$847	\$115	\$417	2.0	3.8
Other Overnight	\$150	\$433	\$58	\$167	2.6	2.9
All Overnight	\$424	\$1,220	\$208	\$582	2.1	2.9

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	15,534	16,845	17,379	7,420	8,048	8,316
Private Home	14,050	14,489	14,560	7,100	7,361	7,431
Other Overnight	959	981	993	370	378	383
All Overnight	30,542	32,314	32,931	14,890	15,788	16,131

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	6,628	7,187	7,415	3,126	3,391	3,503
Private Home	3,857	3,978	3,997	1,887	1,954	1,970
Other Overnight	332	340	344	128	131	133
All Overnight	10,818	11,505	11,757	5,142	5,476	5,606

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Kitsap County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$93,302
Employee Earnings generated by \$100 Visitor Spending	\$27
Local Tax Revenues generated by \$100 Visitor Spending	\$3.20

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$10,564
Additional employment if each resident household encouraged one additional overnight visitor	113

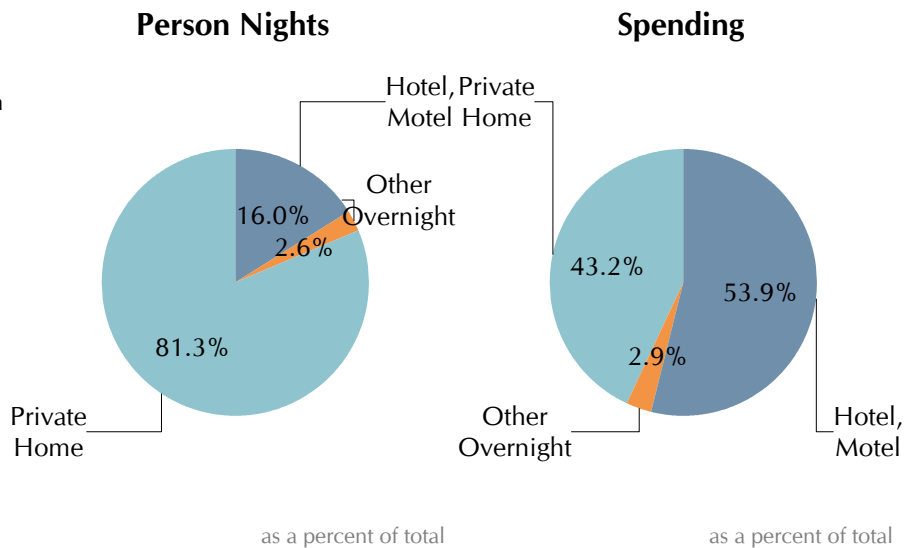
Visitor Shares

Travel Share of Total Employment (2016)*	3.0 %
Visitor Share of Taxable Sales (2016)**	6.0 %
Overnight Visitor Share (2017p)***	5.6 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	559.4	877.5	147.6
Private Home	2,060.5	4,447.9	118.2
Other Overnight	53.1	142.5	8.0
All Overnight	2,673.1	5,467.8	273.8

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Kitsap County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	291.1	319.5	329.4	349.4	361.7	390.0	7.8%	4.3%	
Other	28.4	32.8	29.8	24.4	23.4	27.1	16.0%	-0.6%	
Visitor	262.7	286.7	299.7	325.0	338.3	362.9	7.3%	4.7%	
Non-transportation	229.3	248.2	263.1	292.4	306.4	326.7	6.6%	5.2%	
Transportation	33.4	38.5	36.6	32.6	31.9	36.2	13.5%	1.2%	
Earnings									
Earnings (Current \$)	73.7	77.6	82.6	89.7	94.3	100.7	6.8%	4.6%	
Employment									
Employment	3,560	3,510	3,590	3,810	3,910	3,940	0.9%	1.5%	
Tax Revenue									
Total (Current \$)	26.8	28.4	29.9	33.1	35.5	37.4	5.3%	4.9%	
Local Tax Receipts	8.3	8.8	9.4	10.5	11.2	11.6	3.7%	5.0%	
Visitor	5.0	5.4	5.8	6.6	7.0	7.5	7.6%	6.1%	
Business or Employee	3.3	3.4	3.7	4.0	4.2	4.1	-2.8%	3.2%	
State Tax Receipts	18.6	19.6	20.5	22.6	24.3	25.8	6.1%	4.8%	
Visitor	14.5	15.3	15.9	17.5	18.8	20.3	7.9%	4.9%	
Business or Employee	4.1	4.3	4.6	5.1	5.5	5.5	0.0%	4.3%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Kitsap County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	186.1	238.4	262.7	286.7	299.7	325.0	338.3	362.9
Other Travel*	15.5	24.0	28.4	32.8	29.8	24.4	23.4	27.1
Total	201.6	262.4	291.1	319.5	329.4	349.4	361.7	390.0

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	16.5	23.3	26.4	28.8	32.0	39.2	43.1	47.1
Food Service	54.4	74.6	85.0	93.6	101.0	113.7	121.1	131.7
Food Stores	25.7	31.8	36.0	39.4	41.6	44.2	44.3	45.4
Local Tran. & Gas	18.4	28.0	33.4	38.5	36.6	32.6	31.9	36.2
Arts, Ent. & Rec.	29.7	35.9	36.1	38.1	39.4	42.9	44.6	47.1
Retail Sales	41.3	44.8	45.7	48.2	49.1	52.3	53.3	55.4
Total	186.1	238.4	262.7	286.7	299.7	325.0	338.3	362.9

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	24.6	34.1	37.4	40.6	45.3	48.2	51.7	55.9
Arts, Ent. & Rec.	16.8	19.6	18.6	18.9	18.1	20.4	21.2	21.7
Retail**	8.8	10.6	11.3	11.9	12.9	14.2	14.3	15.4
Ground Tran.	3.1	4.0	4.4	4.5	4.7	5.1	5.3	5.8
Other Travel*	1.7	2.1	2.0	1.7	1.6	1.9	1.8	1.9
Total	55.0	70.5	73.7	77.6	82.6	89.7	94.3	100.7

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,540	1,790	1,730	1,770	1,910	1,970	2,070	2,120
Arts, Ent. & Rec.	1,060	1,120	1,130	1,060	980	1,100	1,100	1,070
Retail**	470	470	460	470	490	530	530	550
Ground Tran.	150	170	160	150	150	160	150	160
Other Travel*	120	100	70	60	60	60	50	50
Total	3,340	3,660	3,560	3,510	3,590	3,810	3,910	3,940

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	5.1	7.6	8.3	8.8	9.4	10.5	11.2	11.6
Visitor	2.8	4.5	5.0	5.4	5.8	6.6	7.0	7.5
Business or Employee	2.3	3.1	3.3	3.4	3.7	4.0	4.2	4.1
State Tax Receipts	13.5	17.1	18.6	19.6	20.5	22.6	24.3	25.8
Visitor	10.3	13.1	14.5	15.3	15.9	17.5	18.8	20.3
Business or Employee	3.2	3.9	4.1	4.3	4.6	5.1	5.5	5.5
Total Local & State Receipts	18.6	24.7	26.8	28.4	29.9	33.1	35.5	37.4

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Kitsap County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	135.5	160.3	180.5	194.4	203.1	206.1	215.3
All Overnight	80.3	94.5	107.7	115.8	119.7	121.2	126.2
Private Home	74.5	88.3	100.6	108.6	112.1	113.4	118.2
Other Overnight	5.8	6.2	7.1	7.2	7.5	7.8	8.0
Day Travel	55.2	65.7	72.8	78.6	83.4	85.0	89.1
Day Travel	55.2	65.7	72.8	78.6	83.4	85.0	89.1

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$421	\$661	\$168	\$264	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$155	\$416	\$56	\$150	2.8	2.7
All Overnight	\$123	\$252	\$50	\$102	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	756	800	878	302	319	350
Private Home	4,353	4,380	4,448	1,785	1,796	1,824
Other Overnight	139	141	142	50	51	51
All Overnight	5,247	5,321	5,468	2,137	2,166	2,226

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	482	510	559	192	204	223
Private Home	2,016	2,029	2,060	827	832	845
Other Overnight	52	53	53	19	19	19
All Overnight	2,550	2,592	2,673	1,038	1,055	1,088

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Kittitas County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$82,077
Employee Earnings generated by \$100 Visitor Spending	\$32
Local Tax Revenues generated by \$100 Visitor Spending	\$2.96

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$3,494
Additional employment if each resident household encouraged one additional overnight visitor	43

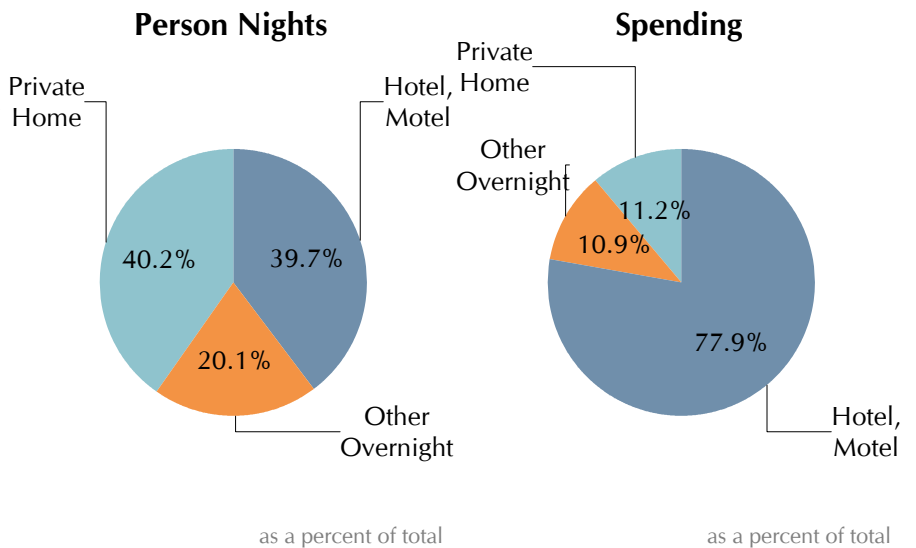
Visitor Shares

Travel Share of Total Employment (2016)*	12.2 %
Visitor Share of Taxable Sales (2016)**	15.7 %
Overnight Visitor Share (2017p)***	11.3 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	482.5	756.9	141.6
Private Home	355.1	766.5	20.4
Other Overnight	137.5	382.8	19.9
All Overnight	975.1	1,906.2	181.8

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Kittitas County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	142.6	156.4	175.8	181.3	204.1	220.2	7.9%	6.4%
Other	4.4	5.1	4.7	3.7	3.7	4.4	19.7%	0.0%
Visitor	138.2	151.3	171.1	177.6	200.4	215.8	7.7%	6.6%
Non-transportation	125.0	136.7	156.6	165.2	187.5	200.9	7.2%	7.0%
Transportation	13.2	14.7	14.5	12.4	12.9	14.8	15.1%	1.7%
Earnings								
Earnings (Current \$)	43.8	47.6	51.5	55.9	63.7	69.1	8.4%	6.7%
Employment								
Employment	2,200	2,220	2,290	2,350	2,630	2,640	0.4%	2.6%
Tax Revenue								
Total (Current \$)	13.4	14.5	16.4	17.5	20.3	21.4	5.4%	6.9%
Local Tax Receipts	3.9	4.3	4.9	5.3	6.1	6.4	3.8%	7.3%
Visitor	2.2	2.5	2.9	3.1	3.6	3.9	7.4%	8.8%
Business or Employee	1.7	1.9	2.0	2.2	2.5	2.5	-1.4%	5.2%
State Tax Receipts	9.5	10.2	11.5	12.2	14.1	15.0	6.1%	6.7%
Visitor	6.9	7.4	8.4	8.8	10.1	11.0	8.2%	6.8%
Business or Employee	2.6	2.8	3.1	3.4	4.0	4.0	0.8%	6.3%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Kittitas County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	83.1	102.6	138.2	151.3	171.1	177.6	200.4	215.8
Other Travel*	2.4	3.5	4.4	5.1	4.7	3.7	3.7	4.4
Total	85.5	106.1	142.6	156.4	175.8	181.3	204.1	220.2

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	11.9	15.4	27.2	31.3	37.7	40.5	47.9	51.2
Food Service	25.9	33.6	44.8	49.7	58.0	61.6	70.8	77.4
Food Stores	9.5	11.5	15.0	15.5	16.9	17.6	18.6	19.3
Local Tran. & Gas	6.4	9.5	13.2	14.7	14.5	12.4	12.9	14.8
Arts, Ent. & Rec.	13.3	15.4	18.0	19.0	21.0	21.8	24.4	25.9
Retail Sales	16.2	17.3	20.1	21.2	23.0	23.6	25.9	27.1
Total	83.1	102.6	138.2	151.3	171.1	177.6	200.4	215.8

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	14.2	18.7	26.2	29.8	33.9	37.5	43.6	47.4
Arts, Ent. & Rec.	8.2	9.3	10.2	10.3	9.1	9.3	10.4	11.1
Retail**	3.9	4.6	5.6	5.8	6.7	7.1	7.7	8.3
Ground Tran.	1.0	1.2	1.6	1.5	1.7	1.7	1.9	2.1
Other Travel*	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Total	27.6	34.1	43.8	47.6	51.5	55.9	63.7	69.1

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	900	1,050	1,320	1,410	1,540	1,620	1,830	1,840
Arts, Ent. & Rec.	1,760	720	580	510	420	390	440	430
Retail**	220	220	240	240	270	280	300	300
Ground Tran.	50	50	60	50	50	50	60	60
Other Travel*	20	20	20	10	10	10	10	10
Total	2,950	2,050	2,200	2,220	2,290	2,350	2,630	2,640

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	2.0	2.7	3.9	4.3	4.9	5.3	6.1	6.4
Visitor	1.0	1.4	2.2	2.5	2.9	3.1	3.6	3.9
Business or Employee	1.1	1.3	1.7	1.9	2.0	2.2	2.5	2.5
State Tax Receipts	5.8	7.2	9.5	10.2	11.5	12.2	14.1	15.0
Visitor	4.2	5.2	6.9	7.4	8.4	8.8	10.1	11.0
Business or Employee	1.6	2.1	2.6	2.8	3.1	3.4	4.0	4.0
Total Local & State Receipts	7.9	9.9	13.4	14.5	16.4	17.5	20.3	21.4

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Kittitas County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	41.0	49.0	61.7	62.7	66.4	70.5	74.2
All Overnight	23.8	28.2	36.0	35.6	36.9	38.5	40.2
Private Home	10.5	13.9	16.6	17.7	18.3	19.4	20.4
Other Overnight	13.3	14.3	19.4	17.9	18.6	19.1	19.9
Day Travel	17.1	20.7	25.7	27.1	29.5	32.0	34.0
Day Travel	17.1	20.7	25.7	27.1	29.5	32.0	34.0

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$468	\$735	\$187	\$293	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$145	\$403	\$52	\$145	2.8	2.8
All Overnight	\$241	\$469	\$95	\$186	2.5	1.9

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	623	707	757	249	282	302
Private Home	709	750	767	291	307	314
Other Overnight	368	377	383	132	135	137
All Overnight	1,700	1,833	1,906	672	725	754

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	397	450	483	159	180	193
Private Home	328	347	355	135	142	146
Other Overnight	132	135	137	47	49	49
All Overnight	858	933	975	341	371	388

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Klickitat County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$86,859
Employee Earnings generated by \$100 Visitor Spending	\$25
Local Tax Revenues generated by \$100 Visitor Spending	\$1.71

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$1,134
Additional employment if each resident household encouraged one additional overnight visitor	13

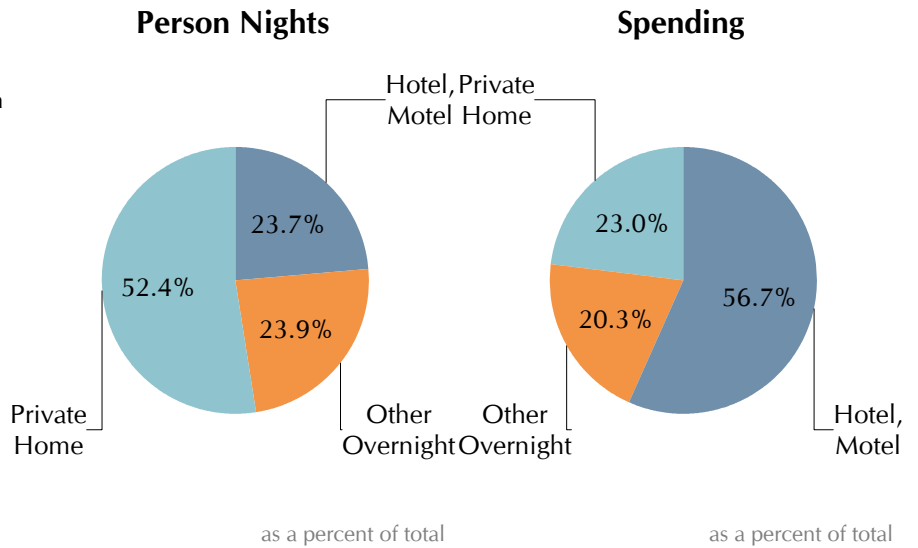
Visitor Shares

Travel Share of Total Employment (2016)*	5.2 %
Visitor Share of Taxable Sales (2016)**	12.0 %
Overnight Visitor Share (2017p)***	8.7 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	104.8	164.4	23.9
Private Home	168.8	364.4	9.7
Other Overnight	58.7	166.0	8.6
All Overnight	332.3	694.8	42.2

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Klickitat County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
	2010	2012	2014	2015	2016	2017	16-17	10-17
Spending								
Total (Current \$)	31.6	34.6	38.4	43.0	44.9	51.2	14.0%	7.1%
Other	2.0	2.4	2.2	1.7	1.6	2.0	20.1%	-0.4%
Visitor	29.6	32.2	36.2	41.3	43.3	49.2	13.8%	7.5%
Non-transportation	25.7	27.6	31.6	37.1	39.1	44.4	13.4%	8.1%
Transportation	3.9	4.6	4.6	4.2	4.1	4.9	17.7%	3.2%
Earnings								
Earnings (Current \$)	7.9	8.5	11.3	10.6	11.2	12.2	8.1%	6.3%
Employment								
Employment	470	460	580	540	560	570	1.4%	2.8%
Tax Revenue								
Total (Current \$)	2.5	2.6	3.1	3.4	3.7	4.1	10.2%	7.4%
Local Tax Receipts	0.5	0.5	0.7	0.7	0.8	0.8	6.7%	7.5%
Visitor	0.2	0.2	0.3	0.3	0.4	0.4	15.1%	10.6%
Business or Employee	0.3	0.3	0.4	0.4	0.4	0.4	-1.5%	4.7%
State Tax Receipts	2.0	2.1	2.4	2.7	2.9	3.3	11.2%	7.4%
Visitor	1.5	1.5	1.7	2.0	2.2	2.5	14.4%	7.8%
Business or Employee	0.5	0.5	0.7	0.7	0.8	0.8	2.4%	6.3%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Klickitat County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	22.9	24.7	29.6	32.2	36.2	41.3	43.3	49.2
Other Travel*	1.0	1.6	2.0	2.4	2.2	1.7	1.6	2.0
Total	23.9	26.3	31.6	34.6	38.4	43.0	44.9	51.2

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	2.7	3.1	4.2	4.4	5.4	7.0	7.6	9.0
Food Service	6.1	6.9	8.8	9.5	11.1	13.4	14.4	16.8
Food Stores	3.7	4.0	4.4	5.1	5.5	5.9	6.0	6.2
Local Tran. & Gas	2.5	3.2	3.9	4.6	4.6	4.2	4.1	4.9
Arts, Ent. & Rec.	3.4	3.5	3.8	4.0	4.4	5.1	5.3	5.9
Retail Sales	4.4	4.1	4.5	4.7	5.1	5.7	5.8	6.4
Total	22.9	24.7	29.6	32.2	36.2	41.3	43.3	49.2

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	3.0	3.4	4.2	4.8	6.9	6.0	6.4	6.9
Arts, Ent. & Rec.	1.6	1.6	1.6	1.5	1.9	1.9	2.0	2.0
Retail**	1.3	1.4	1.5	1.6	1.8	2.1	2.1	2.4
Ground Tran.	0.4	0.5	0.5	0.5	0.6	0.6	0.7	0.8
Other Travel*	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total	6.4	6.9	7.9	8.5	11.3	10.6	11.2	12.2

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	250	240	260	270	350	310	330	340
Arts, Ent. & Rec.	150	110	100	80	120	110	110	110
Retail**	100	90	80	80	80	100	100	100
Ground Tran.	20	20	20	20	20	20	20	20
Other Travel*	10	0	0	0	0	0	0	0
Total	520	460	470	460	580	540	560	570

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.4	0.4	0.5	0.5	0.7	0.7	0.8	0.8
Visitor	0.1	0.2	0.2	0.2	0.3	0.3	0.4	0.4
Business or Employee	0.2	0.2	0.3	0.3	0.4	0.4	0.4	0.4
State Tax Receipts	1.5	1.7	2.0	2.1	2.4	2.7	2.9	3.3
Visitor	1.1	1.2	1.5	1.5	1.7	2.0	2.2	2.5
Business or Employee	0.4	0.5	0.5	0.5	0.7	0.7	0.8	0.8
Total Local & State Receipts	1.9	2.1	2.5	2.6	3.1	3.4	3.7	4.1

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Klickitat County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	16.4	17.7	19.5	22.0	23.4	23.8	25.3
All Overnight	12.1	13.2	14.4	16.4	17.1	17.4	18.2
Private Home	6.0	6.9	8.0	8.6	9.0	9.1	9.7
Other Overnight	6.1	6.3	6.4	7.8	8.0	8.2	8.6
Day Travel	4.2	4.5	5.1	5.6	6.3	6.5	7.1
Day Travel	4.2	4.5	5.1	5.6	6.3	6.5	7.1

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$364	\$571	\$145	\$228	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$144	\$407	\$52	\$146	2.8	2.8
All Overnight	\$154	\$319	\$61	\$127	2.5	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	128	136	164	51	54	66
Private Home	351	352	364	144	144	149
Other Overnight	160	164	166	57	59	59
All Overnight	639	652	695	252	257	275

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	82	87	105	33	35	42
Private Home	162	163	169	67	67	69
Other Overnight	57	58	59	20	21	21
All Overnight	301	308	332	120	122	132

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Lewis County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$88,421
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$2.55

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$3,648
Additional employment if each resident household encouraged one additional overnight visitor	41

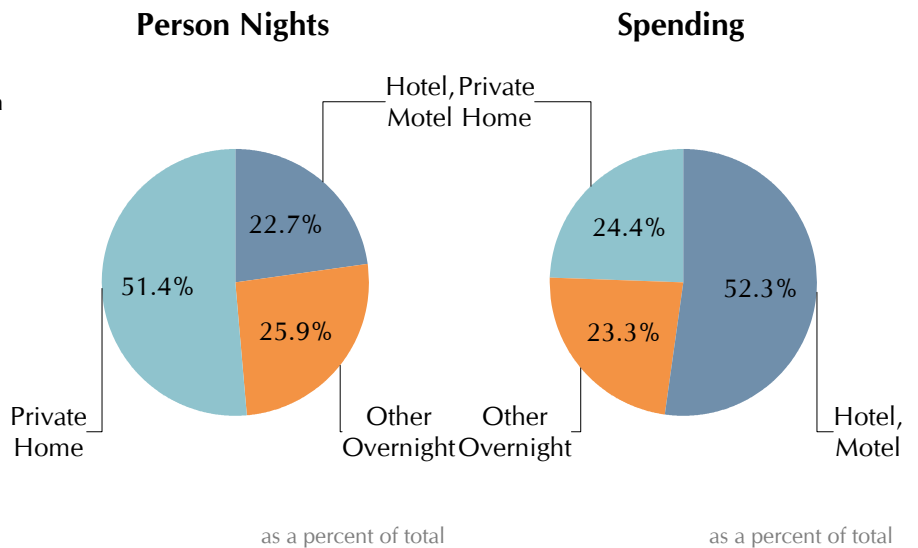
Visitor Shares

Travel Share of Total Employment (2016)*	6.8 %
Visitor Share of Taxable Sales (2016)**	11.3 %
Overnight Visitor Share (2017p)***	8.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	368.0	577.2	74.5
Private Home	605.2	1,306.5	34.7
Other Overnight	230.2	657.3	33.2
All Overnight	1,203.4	2,541.1	142.4

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Lewis County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	179.2	182.4	195.6	199.5	207.3	226.4	9.2%	3.4%
Other	8.4	10.2	8.9	7.2	6.9	8.0	16.6%	-0.6%
Visitor	170.8	172.2	186.7	192.3	200.4	218.3	9.0%	3.6%
Non-transportation	148.7	148.0	163.0	172.0	180.4	195.3	8.3%	4.0%
Transportation	22.1	24.2	23.6	20.3	19.9	23.0	15.5%	0.6%
Earnings								
Earnings (Current \$)	45.6	46.5	50.1	53.5	56.5	64.2	13.7%	5.0%
Employment								
Employment	2,170	2,100	2,240	2,310	2,350	2,490	6.0%	2.0%
Tax Revenue								
Total (Current \$)	15.5	15.4	16.7	17.7	19.0	20.7	8.9%	4.2%
Local Tax Receipts	4.0	4.0	4.4	4.7	5.0	5.6	10.9%	4.9%
Visitor	2.2	2.1	2.4	2.6	2.8	3.3	16.9%	5.9%
Business or Employee	1.8	1.8	2.0	2.1	2.2	2.3	3.5%	3.5%
State Tax Receipts	11.5	11.4	12.3	13.0	14.0	15.2	8.2%	4.0%
Visitor	8.7	8.6	9.3	9.8	10.5	11.4	9.3%	3.9%
Business or Employee	2.8	2.8	3.0	3.3	3.6	3.7	4.9%	4.3%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Lewis County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	121.7	160.0	170.8	172.2	186.7	192.3	200.4	218.3
Other Travel*	4.3	7.2	8.4	10.2	8.9	7.2	6.9	8.0
Total	126.1	167.2	179.2	182.4	195.6	199.5	207.3	226.4

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	12.1	16.6	19.2	19.0	21.8	24.4	26.9	30.2
Food Service	31.8	43.4	50.6	50.2	56.8	60.5	64.4	71.3
Food Stores	19.6	26.6	26.2	27.5	29.8	30.9	31.2	32.3
Local Tran. & Gas	12.3	20.3	22.1	24.2	23.6	20.3	19.9	23.0
Arts, Ent. & Rec.	19.1	23.3	23.1	22.4	24.1	25.0	26.0	27.9
Retail Sales	26.8	29.9	29.5	28.9	30.5	31.3	32.0	33.7
Total	121.7	160.0	170.8	172.2	186.7	192.3	200.4	218.3

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	15.0	20.6	23.1	24.4	27.7	29.6	31.8	36.4
Arts, Ent. & Rec.	10.1	12.0	11.2	10.8	10.2	11.0	11.4	13.3
Retail**	6.4	8.2	8.1	8.0	9.0	9.5	9.7	10.5
Ground Tran.	1.9	2.6	2.6	2.5	2.8	2.9	3.0	3.4
Other Travel*	0.4	0.6	0.5	0.7	0.6	0.6	0.6	0.6
Total	33.8	44.1	45.6	46.5	50.1	53.5	56.5	64.2

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,080	1,230	1,100	1,080	1,180	1,210	1,290	1,370
Arts, Ent. & Rec.	1,150	720	600	550	570	590	570	610
Retail**	330	400	360	350	370	390	390	400
Ground Tran.	90	110	90	90	90	90	90	90
Other Travel*	30	30	20	30	20	20	20	20
Total	2,670	2,490	2,170	2,100	2,240	2,310	2,350	2,490

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	2.7	3.6	4.0	4.0	4.4	4.7	5.0	5.6
Visitor	1.4	1.9	2.2	2.1	2.4	2.6	2.8	3.3
Business or Employee	1.3	1.7	1.8	1.8	2.0	2.1	2.2	2.3
State Tax Receipts	8.3	10.9	11.5	11.4	12.3	13.0	14.0	15.2
Visitor	6.2	8.2	8.7	8.6	9.3	9.8	10.5	11.4
Business or Employee	2.1	2.7	2.8	2.8	3.0	3.3	3.6	3.7
Total Local & State Receipts	11.0	14.5	15.5	15.4	16.7	17.7	19.0	20.7

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Lewis County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	93.7	121.9	121.2	125.9	132.8	136.0	143.9
All Overnight	45.5	61.1	58.0	61.5	63.6	65.0	68.0
Private Home	22.6	26.6	30.0	31.0	32.4	32.9	34.7
Other Overnight	22.9	34.5	28.1	30.5	31.3	32.0	33.2
Day Travel	48.2	60.8	63.2	64.4	69.2	71.1	75.9
Day Travel	48.2	60.8	63.2	64.4	69.2	71.1	75.9

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$323	\$507	\$129	\$202	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$141	\$404	\$51	\$144	2.8	2.9
All Overnight	\$142	\$298	\$56	\$118	2.5	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	486	510	577	194	203	231
Private Home	1,257	1,272	1,307	515	521	536
Other Overnight	635	650	657	227	233	235
All Overnight	2,378	2,432	2,541	936	957	1,001

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	310	325	368	124	130	147
Private Home	582	589	605	239	242	248
Other Overnight	222	228	230	80	81	82
All Overnight	1,114	1,142	1,203	442	453	477

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Lincoln County

County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$81,295
Employee Earnings generated by \$100 Visitor Spending	\$34
Local Tax Revenues generated by \$100 Visitor Spending	\$2.13

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$460
Additional employment if each resident household encouraged one additional overnight visitor	6

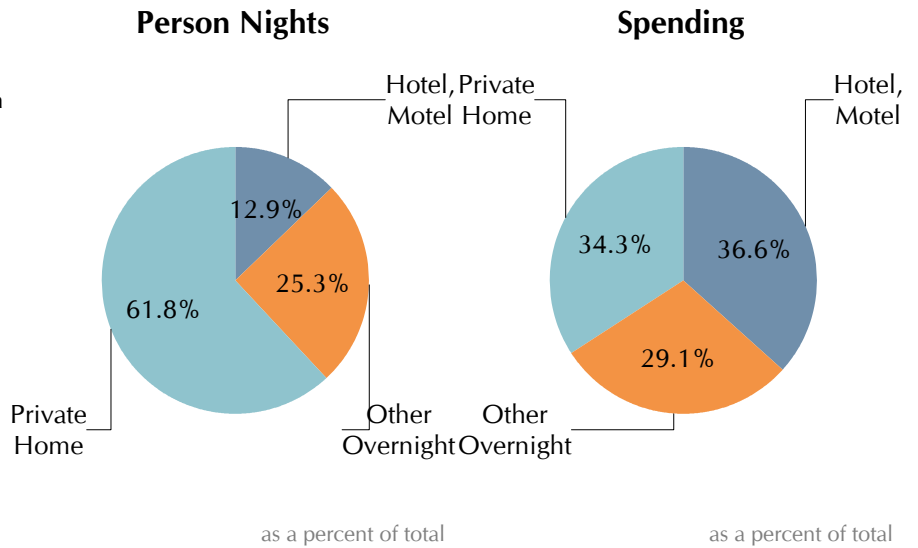
Visitor Shares

Travel Share of Total Employment (2016)*	4.5 %
Visitor Share of Taxable Sales (2016)**	11.2 %
Overnight Visitor Share (2017p)***	7.4 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	23.4	36.7	5.0
Private Home	81.9	176.7	4.7
Other Overnight	26.4	72.3	4.0
All Overnight	131.7	285.8	13.7

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Lincoln County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	16.9	18.2	18.3	18.3	18.1	19.8	9.6%	2.3%
Other	1.0	1.2	1.1	0.8	0.8	1.0	19.9%	-1.4%
Visitor	15.8	17.0	17.2	17.4	17.3	18.9	9.1%	2.5%
Non-transportation	13.8	14.7	15.1	15.6	15.6	16.9	8.3%	2.9%
Transportation	2.1	2.3	2.1	1.8	1.7	2.0	16.6%	-0.3%
Earnings								
Earnings (Current \$)	5.0	5.7	5.8	5.8	5.8	6.4	10.1%	3.5%
Employment								
Employment	220	240	230	230	230	230	2.4%	0.7%
Tax Revenue								
Total (Current \$)	1.5	1.6	1.6	1.6	1.7	1.8	6.8%	2.9%
Local Tax Receipts	0.3	0.4	0.4	0.4	0.4	0.4	4.3%	2.6%
Visitor	0.1	0.2	0.2	0.2	0.2	0.2	9.8%	3.5%
Business or Employee	0.2	0.2	0.2	0.2	0.2	0.2	0.2%	2.0%
State Tax Receipts	1.1	1.2	1.2	1.2	1.3	1.4	7.6%	2.9%
Visitor	0.8	0.9	0.9	0.9	0.9	1.0	9.8%	3.0%
Business or Employee	0.3	0.3	0.3	0.3	0.4	0.4	2.1%	2.9%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Lincoln County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	11.5	13.1	15.8	17.0	17.2	17.4	17.3	18.9
Other Travel*	0.5	0.9	1.0	1.2	1.1	0.8	0.8	1.0
Total	12.1	13.9	16.9	18.2	18.3	18.3	18.1	19.8

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	1.2	1.4	1.9	2.1	2.2	2.3	2.4	2.6
Food Service	3.0	3.6	4.6	5.0	5.2	5.5	5.5	6.1
Food Stores	1.9	2.1	2.5	2.6	2.7	2.8	2.7	2.8
Local Tran. & Gas	1.2	1.6	2.1	2.3	2.1	1.8	1.7	2.0
Arts, Ent. & Rec.	1.8	1.9	2.1	2.2	2.2	2.3	2.3	2.4
Retail Sales	2.5	2.5	2.7	2.8	2.7	2.8	2.7	2.9
Total	11.5	13.1	15.8	17.0	17.2	17.4	17.3	18.9

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	2.0	2.4	2.8	3.4	3.0	3.1	3.2	3.5
Arts, Ent. & Rec.	0.9	0.9	1.0	1.0	1.4	1.2	1.2	1.3
Retail**	0.8	0.9	1.0	1.0	1.1	1.1	1.1	1.2
Ground Tran.	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.3
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	3.9	4.4	5.0	5.7	5.8	5.8	5.8	6.4

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	130	100	110	120	100	100	110	110
Arts, Ent. & Rec.	90	60	50	50	70	60	60	60
Retail**	50	50	50	50	50	50	50	50
Ground Tran.	10	10	10	10	10	10	10	10
Other Travel*	0	0	0	0	0	0	0	0
Total	290	230	220	240	230	230	230	230

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.2	0.3	0.3	0.4	0.4	0.4	0.4	0.4
Visitor	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Business or Employee	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2
State Tax Receipts	0.8	0.9	1.1	1.2	1.2	1.2	1.3	1.4
Visitor	0.6	0.7	0.8	0.9	0.9	0.9	0.9	1.0
Business or Employee	0.2	0.3	0.3	0.3	0.3	0.3	0.4	0.4
Total Local & State Receipts	1.1	1.2	1.5	1.6	1.6	1.6	1.7	1.8

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Lincoln County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	10.0	11.1	12.4	13.0	12.9	13.0	13.9
All Overnight	6.3	7.0	7.8	8.1	8.1	8.1	8.7
Private Home	3.3	3.8	4.3	4.5	4.4	4.3	4.7
Other Overnight	3.0	3.2	3.5	3.6	3.7	3.8	4.0
Day Travel	3.7	4.1	4.6	4.9	4.8	4.8	5.2
Day Travel	3.7	4.1	4.6	4.9	4.8	4.8	5.2

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$342	\$536	\$136	\$214	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$153	\$418	\$55	\$151	2.8	2.7
All Overnight	\$121	\$261	\$48	\$104	2.5	2.2

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	35	33	37	14	13	15
Private Home	169	166	177	69	68	72
Other Overnight	70	71	72	25	26	26
All Overnight	273	270	286	108	107	113

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	22	21	23	9	8	9
Private Home	78	77	82	32	32	34
Other Overnight	25	26	26	9	9	10
All Overnight	126	124	132	50	49	52

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Mason County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$92,067
Employee Earnings generated by \$100 Visitor Spending	\$31
Local Tax Revenues generated by \$100 Visitor Spending	\$2.89

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$2,859
Additional employment if each resident household encouraged one additional overnight visitor	31

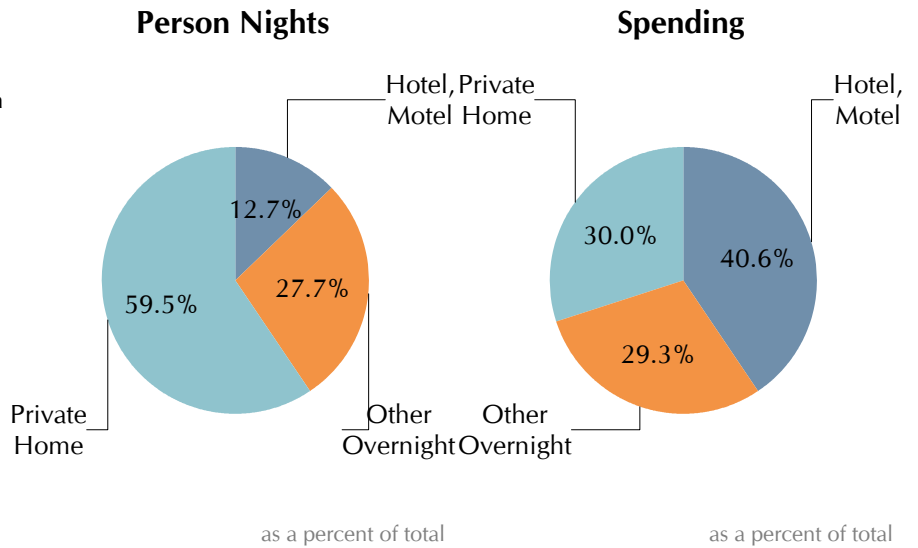
Visitor Shares

Travel Share of Total Employment (2016)*	6.5 %
Visitor Share of Taxable Sales (2016)**	12.0 %
Overnight Visitor Share (2017p)***	7.6 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	144.1	226.0	38.0
Private Home	490.3	1,058.4	28.1
Other Overnight	184.6	492.9	27.4
All Overnight	819.0	1,777.3	93.6

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Mason County
Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	97.5	107.0	109.7	113.4	115.5	124.0	7.4%	3.5%	
Other	6.0	7.2	6.5	5.0	4.8	5.7	20.1%	-0.7%	
Visitor	91.4	99.9	103.2	108.4	110.7	118.3	6.8%	3.7%	
Non-transportation	80.8	87.5	91.7	98.3	101.0	107.1	6.1%	4.1%	
Transportation	10.7	12.4	11.5	10.1	9.7	11.2	14.6%	0.6%	
Earnings									
Earnings (Current \$)	27.2	29.5	31.7	34.7	35.8	37.2	3.8%	4.6%	
Employment									
Employment	1,170	1,260	1,300	1,350	1,330	1,290	-2.6%	1.4%	
Tax Revenue									
Total (Current \$)	8.7	9.3	9.8	10.6	11.1	11.5	3.8%	4.1%	
Local Tax Receipts	2.6	2.8	3.0	3.3	3.4	3.4	1.2%	4.2%	
Visitor	1.4	1.5	1.6	1.8	1.8	2.0	6.9%	5.0%	
Business or Employee	1.2	1.2	1.4	1.5	1.5	1.5	-5.5%	3.1%	
State Tax Receipts	6.1	6.5	6.8	7.3	7.7	8.1	5.0%	4.1%	
Visitor	4.6	4.9	5.0	5.4	5.7	6.1	7.8%	4.1%	
Business or Employee	1.5	1.6	1.8	2.0	2.1	2.0	-2.6%	4.0%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Mason County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	62.6	80.2	91.4	99.9	103.2	108.4	110.7	118.3
Other Travel*	2.7	4.7	6.0	7.2	6.5	5.0	4.8	5.7
Total	65.2	84.8	97.5	107.0	109.7	113.4	115.5	124.0

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	8.9	11.5	13.1	14.2	15.6	17.3	18.2	19.2
Food Service	16.1	22.9	27.3	30.0	32.1	34.9	36.4	39.5
Food Stores	9.4	11.1	13.0	14.3	14.7	15.5	15.4	15.9
Local Tran. & Gas	5.8	8.7	10.7	12.4	11.5	10.1	9.7	11.2
Arts, Ent. & Rec.	9.6	11.8	12.4	13.1	13.3	14.1	14.4	15.2
Retail Sales	12.8	14.1	15.0	15.9	15.9	16.5	16.6	17.3
Total	62.6	80.2	91.4	99.9	103.2	108.4	110.7	118.3

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	9.5	13.5	13.2	15.2	17.4	19.1	20.0	20.2
Arts, Ent. & Rec.	7.1	8.4	8.3	8.3	8.0	8.9	9.1	9.6
Retail**	3.2	3.8	4.2	4.5	4.8	5.1	5.1	5.5
Ground Tran.	0.9	1.2	1.3	1.4	1.4	1.5	1.5	1.7
Other Travel*	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total	20.8	27.1	27.2	29.5	31.7	34.7	35.8	37.2

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	660	710	530	610	650	680	660	620
Arts, Ent. & Rec.	410	430	410	410	400	410	410	410
Retail**	180	190	180	180	190	200	200	210
Ground Tran.	40	50	50	50	50	50	40	50
Other Travel*	10	10	10	10	10	10	10	10
Total	1,310	1,390	1,170	1,260	1,300	1,350	1,330	1,290

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	1.6	2.4	2.6	2.8	3.0	3.3	3.4	3.4
Visitor	0.7	1.2	1.4	1.5	1.6	1.8	1.8	2.0
Business or Employee	0.8	1.1	1.2	1.2	1.4	1.5	1.5	1.5
State Tax Receipts	4.3	5.5	6.1	6.5	6.8	7.3	7.7	8.1
Visitor	3.1	4.0	4.6	4.9	5.0	5.4	5.7	6.1
Business or Employee	1.2	1.5	1.5	1.6	1.8	2.0	2.1	2.0
Total Local & State Receipts	5.8	7.9	8.7	9.3	9.8	10.6	11.1	11.5

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Mason County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	51.1	59.0	68.3	73.5	75.0	76.1	80.3
All Overnight	36.2	40.9	47.5	51.0	51.9	52.8	55.6
Private Home	16.1	20.4	24.5	26.3	26.3	26.3	28.1
Other Overnight	20.1	20.5	23.1	24.8	25.7	26.4	27.4
Day Travel	14.9	18.1	20.8	22.5	23.1	23.3	24.7
Day Travel	14.9	18.1	20.8	22.5	23.1	23.3	24.7

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$421	\$661	\$168	\$264	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$154	\$411	\$56	\$149	2.8	2.7
All Overnight	\$133	\$288	\$53	\$114	2.5	2.2

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	207	210	226	83	84	90
Private Home	1,020	1,017	1,058	418	417	434
Other Overnight	474	484	493	171	175	178
All Overnight	1,701	1,711	1,777	672	676	702

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	132	134	144	53	53	58
Private Home	472	471	490	194	193	201
Other Overnight	178	181	185	64	66	67
All Overnight	782	786	819	311	312	325

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Okanogan County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$78,837
Employee Earnings generated by \$100 Visitor Spending	\$36
Local Tax Revenues generated by \$100 Visitor Spending	\$2.76

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$2,507
Additional employment if each resident household encouraged one additional overnight visitor	32

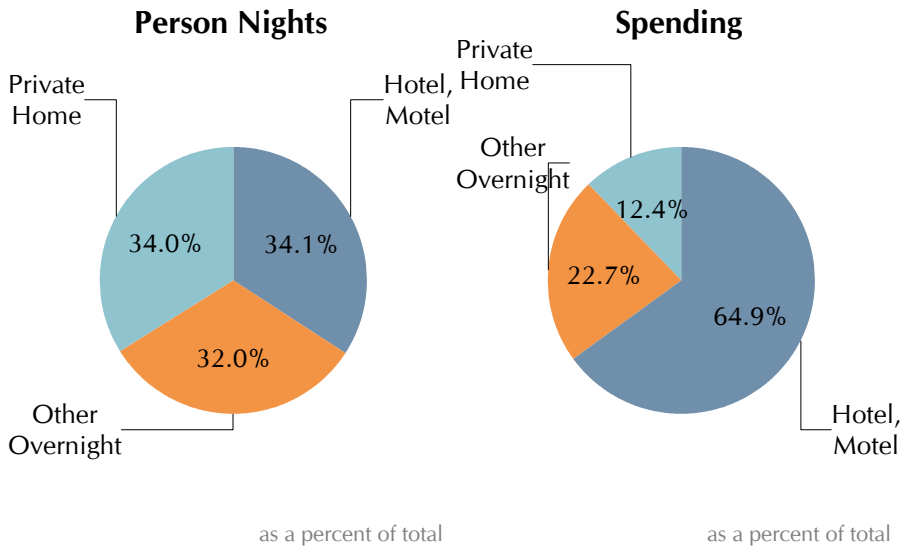
Visitor Shares

Travel Share of Total Employment (2016)*	8.9 %
Visitor Share of Taxable Sales (2016)**	18.9 %
Overnight Visitor Share (2017p)***	13.5 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	445.8	699.3	97.3
Private Home	323.1	697.4	18.5
Other Overnight	234.1	656.9	34.1
All Overnight	1,003.0	2,053.6	149.9

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Okanogan County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	134.7	146.8	150.8	151.4	162.5	177.4	9.2%	4.0%
Other	4.1	4.9	4.4	3.4	3.2	3.8	17.8%	-1.2%
Visitor	130.6	141.9	146.4	148.0	159.3	173.7	9.0%	4.2%
Non-transportation	116.0	125.2	130.7	134.7	146.0	158.3	8.5%	4.5%
Transportation	14.5	16.7	15.6	13.3	13.3	15.4	15.1%	0.8%
Earnings								
Earnings (Current \$)	42.2	44.4	50.3	52.6	57.3	62.9	9.7%	5.9%
Employment								
Employment	1,730	1,790	1,960	2,060	2,140	2,210	3.1%	3.5%
Tax Revenue								
Total (Current \$)	12.1	12.8	13.6	14.2	15.7	16.8	6.6%	4.8%
Local Tax Receipts	3.4	3.6	4.0	4.1	4.6	4.8	5.3%	5.0%
Visitor	1.8	1.9	2.0	2.1	2.4	2.6	10.4%	5.5%
Business or Employee	1.6	1.7	1.9	2.0	2.2	2.2	-0.2%	4.3%
State Tax Receipts	8.6	9.1	9.7	10.1	11.2	12.0	7.2%	4.7%
Visitor	6.1	6.5	6.7	6.9	7.6	8.4	9.7%	4.6%
Business or Employee	2.5	2.6	3.0	3.1	3.5	3.6	1.7%	5.1%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Okanogan County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	117.6	120.9	130.6	141.9	146.4	148.0	159.3	173.7
Other Travel*	2.1	3.3	4.1	4.9	4.4	3.4	3.2	3.8
Total	119.7	124.3	134.7	146.8	150.8	151.4	162.5	177.4

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	20.7	21.9	25.2	27.4	28.8	29.8	33.6	37.0
Food Service	34.3	36.6	40.0	44.0	46.8	48.7	53.5	59.4
Food Stores	14.0	14.5	16.0	17.3	18.1	18.7	19.1	19.6
Local Tran. & Gas	9.9	12.4	14.5	16.7	15.6	13.3	13.3	15.4
Arts, Ent. & Rec.	17.7	17.0	16.5	17.3	17.7	18.0	19.3	20.7
Retail Sales	21.0	18.6	18.3	19.2	19.3	19.5	20.5	21.6
Total	117.6	120.9	130.6	141.9	146.4	148.0	159.3	173.7

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	23.1	24.9	25.9	28.3	31.0	30.6	34.0	36.1
Arts, Ent. & Rec.	10.2	9.6	8.7	8.2	11.0	13.3	14.3	16.9
Retail**	5.5	5.5	5.7	6.0	6.4	6.7	6.9	7.5
Ground Tran.	1.5	1.6	1.8	1.8	1.8	1.9	2.0	2.3
Other Travel*	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total	40.4	41.7	42.2	44.4	50.3	52.6	57.3	62.9

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,370	1,270	1,070	1,160	1,210	1,170	1,250	1,250
Arts, Ent. & Rec.	570	430	350	310	430	560	540	600
Retail**	350	290	250	260	260	270	280	290
Ground Tran.	70	70	60	60	60	60	60	60
Other Travel*	10	10	10	10	10	0	0	0
Total	2,370	2,060	1,730	1,790	1,960	2,060	2,140	2,210

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	3.2	3.2	3.4	3.6	4.0	4.1	4.6	4.8
Visitor	1.6	1.6	1.8	1.9	2.0	2.1	2.4	2.6
Business or Employee	1.5	1.6	1.6	1.7	1.9	2.0	2.2	2.2
State Tax Receipts	7.8	8.2	8.6	9.1	9.7	10.1	11.2	12.0
Visitor	5.4	5.6	6.1	6.5	6.7	6.9	7.6	8.4
Business or Employee	2.4	2.5	2.5	2.6	3.0	3.1	3.5	3.6
Total Local & State Receipts	11.0	11.3	12.1	12.8	13.6	14.2	15.7	16.8

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Okanogan County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	56.3	58.8	65.6	69.7	70.9	73.2	76.3
All Overnight	38.6	40.7	46.1	48.7	49.5	50.9	52.6
Private Home	12.7	14.0	16.5	17.5	17.4	17.9	18.5
Other Overnight	25.9	26.7	29.6	31.2	32.1	33.0	34.1
Day Travel	17.7	18.1	19.5	21.0	21.3	22.3	23.7
Day Travel	17.7	18.1	19.5	21.0	21.3	22.3	23.7

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$348	\$547	\$139	\$218	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$145	\$406	\$52	\$146	2.8	2.8
All Overnight	\$187	\$380	\$73	\$149	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	583	632	699	233	253	279
Private Home	676	692	697	277	284	286
Other Overnight	636	651	657	228	233	235
All Overnight	1,895	1,975	2,054	738	770	801

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	372	403	446	148	161	178
Private Home	313	320	323	128	131	132
Other Overnight	227	232	234	81	83	84
All Overnight	912	956	1,003	358	376	394

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Pacific County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$76,466
Employee Earnings generated by \$100 Visitor Spending	\$26
Local Tax Revenues generated by \$100 Visitor Spending	\$2.40

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$1,771
Additional employment if each resident household encouraged one additional overnight visitor	23

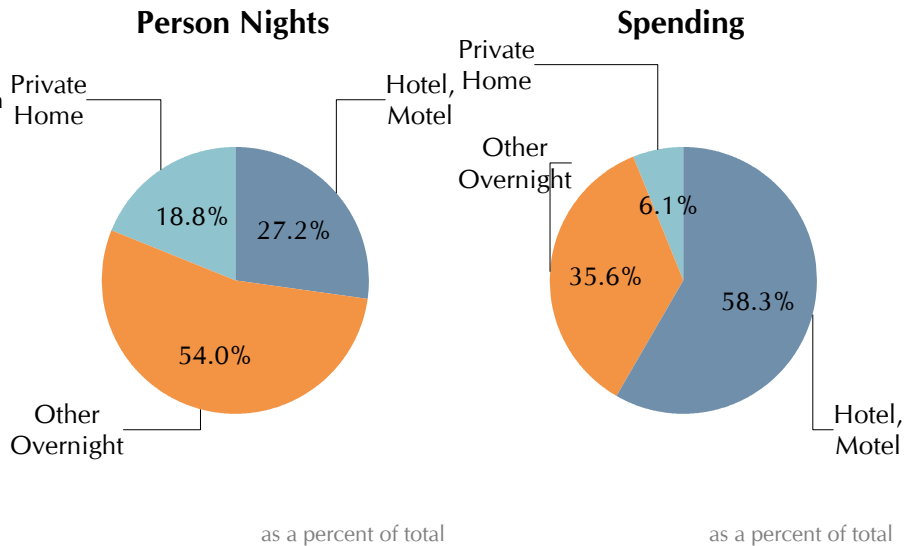
Visitor Shares

Travel Share of Total Employment (2016)*	22.4 %
Visitor Share of Taxable Sales (2016)**	51.0 %
Overnight Visitor Share (2017p)***	23.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	326.8	512.6	89.6
Private Home	164.2	354.4	9.4
Other Overnight	361.5	1,016.4	54.7
All Overnight	852.5	1,883.5	153.7

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Pacific County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	129.8	141.0	156.1	166.8	170.1	177.1	4.1%	4.5%
Other	2.1	2.4	2.2	1.7	1.6	1.9	19.4%	-0.9%
Visitor	127.7	138.6	153.9	165.1	168.5	175.2	4.0%	4.6%
Non-transportation	114.0	122.3	138.0	151.2	155.1	160.1	3.3%	5.0%
Transportation	13.7	16.3	15.9	13.9	13.4	15.1	12.2%	1.3%
Earnings								
Earnings (Current \$)	33.3	34.0	38.4	41.6	42.7	45.9	7.3%	4.7%
Employment								
Employment	1,910	1,910	2,160	2,240	2,240	2,290	2.2%	2.7%
Tax Revenue								
Total (Current \$)	10.2	10.7	12.1	13.2	13.9	14.2	2.6%	4.9%
Local Tax Receipts	3.1	3.1	3.6	4.0	4.2	4.2	0.9%	4.6%
Visitor	1.7	1.8	2.1	2.4	2.5	2.6	3.1%	5.7%
Business or Employee	1.3	1.3	1.5	1.6	1.7	1.6	-2.3%	3.2%
State Tax Receipts	7.1	7.5	8.5	9.3	9.7	10.0	3.3%	5.0%
Visitor	5.1	5.4	6.0	6.6	6.9	7.2	4.9%	5.3%
Business or Employee	2.1	2.1	2.4	2.7	2.8	2.8	-0.6%	4.3%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Pacific County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	88.4	106.6	127.7	138.6	153.9	165.1	168.5	175.2
Other Travel*	1.1	1.8	2.1	2.4	2.2	1.7	1.6	1.9
Total	89.5	108.4	129.8	141.0	156.1	166.8	170.1	177.1

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	18.3	23.0	27.3	27.8	32.1	35.6	37.7	38.7
Food Service	23.0	29.3	36.7	40.4	47.2	52.0	53.5	56.4
Food Stores	12.0	14.1	17.3	19.4	20.8	22.5	22.5	22.8
Local Tran. & Gas	7.3	10.5	13.7	16.3	15.9	13.9	13.4	15.1
Arts, Ent. & Rec.	12.7	14.3	15.7	16.6	18.3	20.1	20.3	20.9
Retail Sales	15.1	15.5	17.0	18.1	19.5	21.1	21.0	21.4
Total	88.4	106.6	127.7	138.6	153.9	165.1	168.5	175.2

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	13.4	17.4	19.6	19.6	22.9	25.7	26.7	28.8
Arts, Ent. & Rec.	5.6	6.1	6.3	6.5	6.7	6.7	6.8	7.2
Retail**	4.3	5.0	5.7	6.1	6.9	7.2	7.2	7.6
Ground Tran.	1.1	1.4	1.7	1.7	1.9	2.0	2.1	2.2
Other Travel*	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.0
Total	24.5	30.0	33.3	34.0	38.4	41.6	42.7	45.9

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,030	1,220	1,120	1,060	1,180	1,310	1,330	1,310
Arts, Ent. & Rec.	440	540	460	500	600	550	560	620
Retail**	280	280	270	280	310	320	300	300
Ground Tran.	50	60	60	60	60	60	60	60
Other Travel*	0	0	0	0	0	0	0	0
Total	1,800	2,100	1,910	1,910	2,160	2,240	2,240	2,290

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	2.1	2.6	3.1	3.1	3.6	4.0	4.2	4.2
Visitor	1.1	1.4	1.7	1.8	2.1	2.4	2.5	2.6
Business or Employee	1.0	1.2	1.3	1.3	1.5	1.6	1.7	1.6
State Tax Receipts	4.8	6.0	7.1	7.5	8.5	9.3	9.7	10.0
Visitor	3.3	4.1	5.1	5.4	6.0	6.6	6.9	7.2
Business or Employee	1.5	1.9	2.1	2.1	2.4	2.7	2.8	2.8
Total Local & State Receipts	6.9	8.6	10.2	10.7	12.1	13.2	13.9	14.2

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Pacific County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	51.1	58.8	69.7	76.6	80.8	82.4	85.6
All Overnight	38.3	44.1	52.6	57.9	60.4	61.7	64.1
Private Home	6.8	7.8	8.2	8.9	9.0	8.9	9.4
Other Overnight	31.5	36.3	44.4	49.0	51.4	52.8	54.7
Day Travel	12.8	14.7	17.1	18.8	20.5	20.7	21.5
Day Travel	12.8	14.7	17.1	18.8	20.5	20.7	21.5

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$438	\$687	\$175	\$274	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$150	\$422	\$54	\$151	2.8	2.8
All Overnight	\$215	\$469	\$82	\$180	2.6	2.2

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	508	502	513	203	200	205
Private Home	349	345	354	143	142	145
Other Overnight	982	1,005	1,016	352	360	364
All Overnight	1,838	1,852	1,883	698	702	714

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	324	320	327	129	128	131
Private Home	161	160	164	66	66	67
Other Overnight	349	357	361	125	128	130
All Overnight	834	837	852	321	321	327

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Pend Oreille County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$81,404
Employee Earnings generated by \$100 Visitor Spending	\$27
Local Tax Revenues generated by \$100 Visitor Spending	\$1.81

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$614
Additional employment if each resident household encouraged one additional overnight visitor	8

Visitor Shares

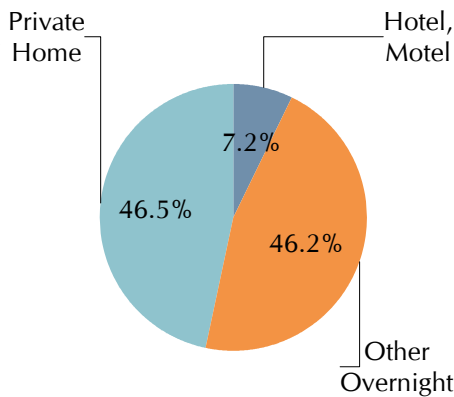
Travel Share of Total Employment (2016)*	7.3 %
Visitor Share of Taxable Sales (2016)**	13.3 %
Overnight Visitor Share (2017p)***	9.8 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

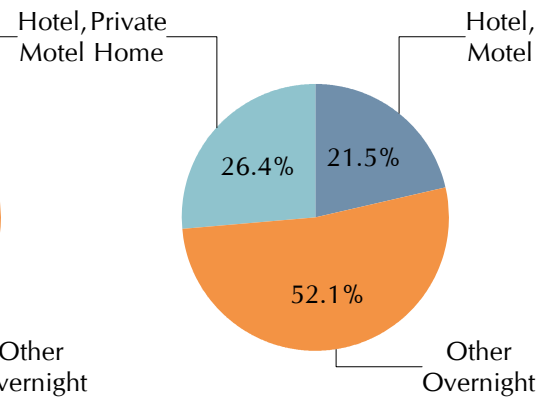
Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.

Person Nights



as a percent of total

Spending



as a percent of total

	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	22.1	34.7	4.8
Private Home	103.4	223.1	5.9
Other Overnight	80.2	221.7	11.7
All Overnight	205.6	479.5	22.4

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

**Pend Oreille County
Direct Travel Impacts, 2010-2017p**

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	26.5	27.0	27.1	26.1	27.7	29.6	6.8%	1.6%
Other	1.3	1.5	1.4	1.1	1.0	1.2	19.3%	-1.0%
Visitor	25.2	25.4	25.8	25.0	26.7	28.4	6.4%	1.7%
Non-transportation	21.8	21.7	22.2	22.1	23.7	25.0	5.6%	2.0%
Transportation	3.4	3.7	3.5	2.9	3.0	3.3	13.0%	-0.4%
Earnings								
Earnings (Current \$)	5.9	7.0	6.3	6.5	7.0	7.5	7.7%	3.7%
Employment								
Employment	320	350	330	340	350	350	-1.0%	1.3%
Tax Revenue								
Total (Current \$)	1.9	2.0	1.9	1.9	2.1	2.2	5.0%	2.3%
Local Tax Receipts	0.5	0.5	0.5	0.5	0.5	0.5	2.8%	1.8%
Visitor	0.2	0.2	0.2	0.2	0.2	0.3	8.2%	1.5%
Business or Employee	0.2	0.3	0.2	0.2	0.3	0.3	-1.9%	2.1%
State Tax Receipts	1.5	1.5	1.5	1.5	1.6	1.7	5.7%	2.4%
Visitor	1.1	1.1	1.1	1.1	1.2	1.3	7.8%	2.3%
Business or Employee	0.4	0.4	0.4	0.4	0.5	0.5	0.2%	2.8%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Pend Oreille County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	19.3	22.6	25.2	25.4	25.8	25.0	26.7	28.4
Other Travel*	0.6	1.0	1.3	1.5	1.4	1.1	1.0	1.2
Total	19.9	23.6	26.5	27.0	27.1	26.1	27.7	29.6

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	2.4	3.0	3.5	3.3	3.4	3.4	3.7	4.0
Food Service	4.6	5.8	6.8	6.7	7.0	7.0	7.7	8.3
Food Stores	3.6	3.9	4.4	4.6	4.8	4.9	5.0	5.1
Local Tran. & Gas	2.1	2.9	3.4	3.7	3.5	2.9	3.0	3.3
Arts, Ent. & Rec.	2.9	3.2	3.3	3.2	3.2	3.1	3.4	3.5
Retail Sales	3.8	3.8	3.9	3.8	3.8	3.7	3.9	4.1
Total	19.3	22.6	25.2	25.4	25.8	25.0	26.7	28.4

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	2.2	2.9	2.7	3.8	3.3	3.4	3.8	4.1
Arts, Ent. & Rec.	1.2	1.3	1.3	1.3	1.1	1.1	1.2	1.2
Retail**	1.2	1.3	1.4	1.4	1.4	1.5	1.5	1.6
Ground Tran.	0.3	0.4	0.4	0.4	0.4	0.4	0.5	0.5
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	5.0	5.9	5.9	7.0	6.3	6.5	7.0	7.5

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	180	180	160	200	190	190	200	200
Arts, Ent. & Rec.	80	80	70	60	60	60	60	60
Retail**	80	70	80	70	70	70	80	80
Ground Tran.	20	20	20	10	10	10	10	10
Other Travel*	0	0	0	0	0	0	0	0
Total	350	350	320	350	330	340	350	350

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.3	0.4	0.5	0.5	0.5	0.5	0.5	0.5
Visitor	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.3
Business or Employee	0.2	0.2	0.2	0.3	0.2	0.2	0.3	0.3
State Tax Receipts	1.1	1.3	1.5	1.5	1.5	1.5	1.6	1.7
Visitor	0.8	1.0	1.1	1.1	1.1	1.1	1.2	1.3
Business or Employee	0.3	0.4	0.4	0.4	0.4	0.4	0.5	0.5
Total Local & State Receipts	1.4	1.7	1.9	2.0	1.9	1.9	2.1	2.2

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Pend Oreille County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	16.9	18.4	20.5	21.5	21.7	22.6	23.5
All Overnight	12.6	13.6	15.3	16.0	16.3	17.0	17.6
Private Home	3.8	4.6	5.1	5.4	5.3	5.7	5.9
Other Overnight	8.8	9.0	10.2	10.6	11.0	11.3	11.7
Day Travel	4.3	4.8	5.3	5.4	5.4	5.7	5.9
Day Travel	4.3	4.8	5.3	5.4	5.4	5.7	5.9

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$348	\$546	\$139	\$218	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$147	\$405	\$53	\$146	2.8	2.8
All Overnight	\$121	\$280	\$47	\$109	2.6	2.3

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	25	30	35	10	12	14
Private Home	208	219	223	85	90	91
Other Overnight	214	219	222	77	79	80
All Overnight	447	468	479	172	180	185

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	16	19	22	6	8	9
Private Home	96	102	103	39	42	42
Other Overnight	77	79	80	28	28	29
All Overnight	190	200	206	74	78	80

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Pierce County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$93,467
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$4.05

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$84,370
Additional employment if each resident household encouraged one additional overnight visitor	903

Visitor Shares

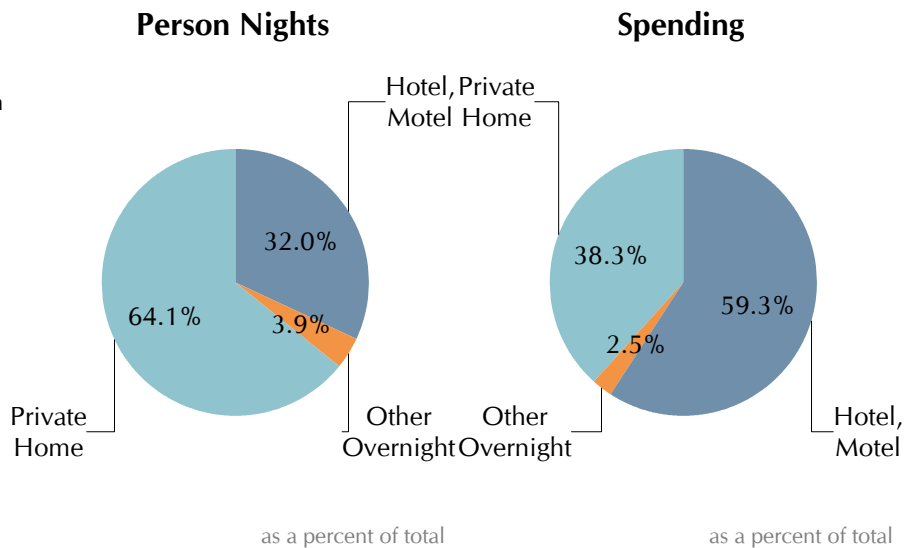
Travel Share of Total Employment (2016)*	2.8 %
Visitor Share of Taxable Sales (2016)**	4.9 %
Overnight Visitor Share (2017p)***	2.8 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.

**Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	1,375.3	2,900.8	494.8
Private Home	1,772.1	5,809.3	319.3
Other Overnight	124.1	357.9	20.6
All Overnight	3,271.6	9,068.0	834.7

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Pierce County
Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	884	951	1,050	1,090	1,169	1,221	4.5%	4.7%
Other	90	108	103	84	84	98	16.5%	1.2%
Visitor	794	843	946	1,006	1,085	1,123	3.5%	5.1%
Non-transportation	655	691	782	846	916	942	2.9%	5.3%
Transportation	139	152	165	160	169	181	7.1%	3.8%
Earnings								
Earnings (Current \$)	231	240	271	284	316	338	7.1%	5.6%
Employment								
Employment	10,500	10,390	10,910	11,080	11,900	12,250	2.9%	2.2%
Tax Revenue								
Total (Current \$)	88	91	104	113	127	127	-0.2%	5.3%
Local Tax Receipts	31	32	38	43	48	45	-6.0%	5.6%
Visitor	21	22	26	30	34	31	-7.5%	6.3%
Business or Employee	11	11	12	13	14	14	-2.6%	4.1%
State Tax Receipts	57	59	66	70	79	81	3.4%	5.2%
Visitor	44	46	51	54	61	64	4.7%	5.3%
Business or Employee	13	13	15	16	18	18	-0.9%	5.1%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Pierce County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	598.2	668.7	793.7	843.1	946.4	1,006.1	1,084.5	1,122.8
Other Travel*	55.0	74.6	89.8	108.3	103.1	84.1	84.0	97.9
Total	653.2	743.4	883.5	951.3	1,049.6	1,090.2	1,168.5	1,220.7

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	72.7	78.4	100.4	101.8	128.7	150.3	173.0	172.4
Food Service	165.8	196.9	243.3	262.1	299.6	324.7	354.7	373.2
Food Stores	39.6	46.5	55.2	60.2	66.2	69.9	71.6	72.7
Local Tran. & Gas	90.7	111.5	138.9	152.2	164.7	160.3	168.5	180.5
Arts, Ent. & Rec.	107.3	115.1	124.8	129.7	141.0	148.5	157.8	162.2
Retail Sales	122.1	120.4	131.1	136.9	146.2	152.4	158.9	161.6
Total	598.2	668.7	793.7	843.1	946.4	1,006.1	1,084.5	1,122.8

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	79.9	93.1	112.4	121.3	135.6	141.3	165.3	180.1
Arts, Ent. & Rec.	56.2	58.5	59.7	57.5	66.0	69.5	71.0	73.0
Retail**	21.7	23.9	26.7	28.0	32.1	34.0	36.1	38.3
Ground Tran.	19.2	22.5	25.9	25.8	29.3	30.1	34.1	36.9
Other Travel*	8.8	6.7	6.4	7.1	8.0	8.8	9.3	9.9
Total	185.7	204.7	231.0	239.7	271.0	283.8	315.7	338.0

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	4,710	4,650	4,820	4,890	5,300	5,360	5,970	6,070
Arts, Ent. & Rec.	4,210	3,900	3,510	3,350	3,310	3,380	3,520	3,690
Retail**	1,040	990	1,040	1,060	1,140	1,170	1,210	1,260
Ground Tran.	870	940	900	870	940	940	970	1,000
Other Travel*	470	280	220	220	220	230	230	240
Total	11,300	10,760	10,500	10,390	10,910	11,080	11,900	12,250

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	21.4	25.6	31.1	32.4	37.8	42.6	48.4	45.5
Visitor	13.3	16.4	20.6	21.6	25.6	29.6	34.0	31.5
Business or Employee	8.1	9.2	10.6	10.7	12.2	13.0	14.4	14.0
State Tax Receipts	43.6	48.9	57.0	59.1	66.2	70.2	78.7	81.4
Visitor	33.1	37.6	44.4	46.2	51.4	54.3	60.7	63.5
Business or Employee	10.5	11.4	12.6	12.9	14.8	15.9	18.0	17.9
Total Local & State Receipts	64.9	74.5	88.2	91.5	103.9	112.8	127.1	126.9

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Pierce County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	372	423	496	532	579	601	628
All Overnight	207	237	279	298	317	325	340
Private Home	193	221	261	280	298	306	319
Other Overnight	14	16	18	18	19	20	21
Day Travel	165	186	218	233	262	276	288
Day Travel	165	186	218	233	262	276	288

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$361	\$771	\$171	\$360	2.1	2.1
Private Home	\$108	\$366	\$55	\$180	2.0	3.4
Other Overnight	\$146	\$420	\$58	\$166	2.5	2.9
All Overnight	\$187	\$534	\$92	\$255	2.1	2.9

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	2,473	2,856	2,901	1,162	1,346	1,369
Private Home	5,629	5,827	5,809	2,844	2,899	2,959
Other Overnight	341	353	358	135	139	141
All Overnight	8,443	9,036	9,068	4,140	4,385	4,470

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,173	1,354	1,375	545	631	642
Private Home	1,717	1,777	1,772	841	860	872
Other Overnight	118	123	124	47	48	49
All Overnight	3,008	3,254	3,272	1,433	1,539	1,563

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

San Juan County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$101,786
Employee Earnings generated by \$100 Visitor Spending	\$31
Local Tax Revenues generated by \$100 Visitor Spending	\$2.94

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$1,770
Additional employment if each resident household encouraged one additional overnight visitor	17

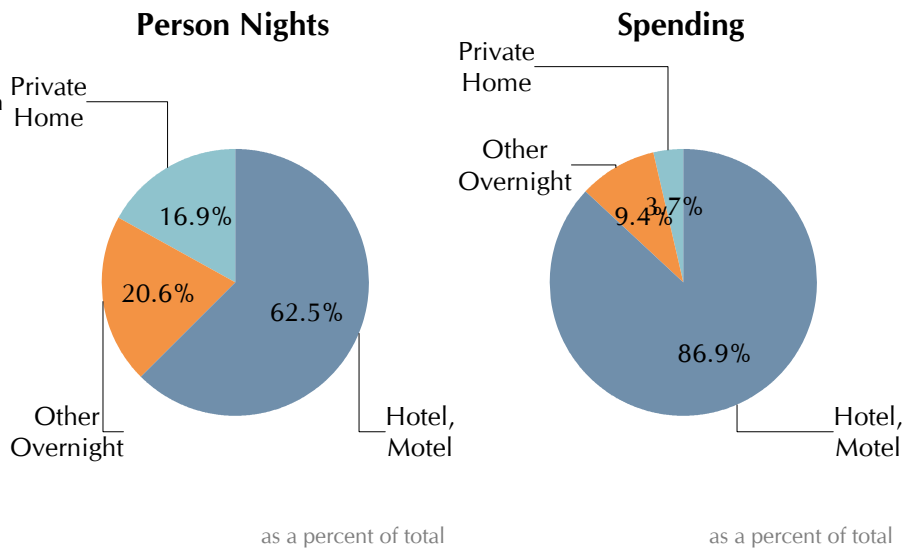
Visitor Shares

Travel Share of Total Employment (2016)*	19.7 %
Visitor Share of Taxable Sales (2016)**	35.5 %
Overnight Visitor Share (2017p)***	26.6 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	646.8	1,014.6	171.1
Private Home	127.5	275.3	7.3
Other Overnight	123.8	334.7	18.6
All Overnight	898.2	1,624.6	197.0

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

San Juan County
Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	135.0	161.5	192.9	206.6	224.7	237.1	5.5%	8.4%	
Other	3.5	3.8	3.9	3.6	3.6	3.3	-8.0%	-0.6%	
Visitor	131.5	157.6	189.0	202.9	221.1	233.8	5.7%	8.6%	
Non-transportation	121.3	144.7	175.6	191.2	209.2	220.1	5.2%	8.9%	
Transportation	10.2	12.9	13.4	11.7	11.9	13.7	14.5%	4.3%	
Earnings									
Earnings (Current \$)	42.1	49.7	59.8	61.4	67.3	72.8	8.3%	8.2%	
Employment									
Employment	1,640	1,810	2,020	2,110	2,210	2,320	5.0%	5.0%	
Tax Revenue									
Total (Current \$)	12.8	15.1	18.4	19.8	21.9	22.8	3.8%	8.6%	
Local Tax Receipts	3.9	4.6	5.7	6.1	6.7	6.9	2.4%	8.4%	
Visitor	2.2	2.7	3.4	3.7	4.1	4.3	4.9%	9.6%	
Business or Employee	1.7	1.9	2.3	2.4	2.6	2.6	-1.5%	6.6%	
State Tax Receipts	8.9	10.5	12.7	13.7	15.2	15.9	4.4%	8.6%	
Visitor	6.4	7.6	9.1	9.9	10.9	11.6	6.1%	8.9%	
Business or Employee	2.5	2.9	3.6	3.8	4.3	4.3	0.3%	7.9%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

San Juan County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	116.7	129.5	131.5	157.6	189.0	202.9	221.1	233.8
Other Travel*	1.5	3.1	3.5	3.8	3.9	3.6	3.6	3.3
Total	118.2	132.6	135.0	161.5	192.9	206.6	224.7	237.1

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	24.7	28.4	30.1	34.9	44.9	49.3	53.8	56.1
Food Service	37.6	43.0	44.1	54.7	67.1	74.0	82.6	88.6
Food Stores	8.7	10.1	11.1	12.9	14.8	15.8	16.5	17.0
Local Tran. & Gas	6.4	9.0	10.2	12.9	13.4	11.7	11.9	13.7
Arts, Ent. & Rec.	18.2	18.8	17.2	20.3	23.7	25.4	27.7	29.0
Retail Sales	21.1	20.2	18.7	22.0	25.1	26.7	28.5	29.5
Total	116.7	129.5	131.5	157.6	189.0	202.9	221.1	233.8

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	23.8	27.6	26.9	33.5	39.1	40.7	45.0	49.5
Arts, Ent. & Rec.	9.5	9.6	8.3	8.4	11.4	10.4	11.4	11.9
Retail**	4.7	5.1	5.0	5.8	7.0	7.8	8.2	8.8
Ground Tran.	0.9	1.0	1.1	1.2	1.4	1.5	1.6	1.8
Other Travel*	0.3	0.8	0.8	0.9	0.9	1.0	1.0	0.8
Total	39.3	44.2	42.1	49.7	59.8	61.4	67.3	72.8

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,200	1,200	1,020	1,190	1,290	1,350	1,420	1,500
Arts, Ent. & Rec.	700	530	400	370	410	420	450	450
Retail**	250	200	160	190	240	260	270	300
Ground Tran.	40	40	40	40	40	50	50	50
Other Travel*	20	30	20	30	30	30	30	20
Total	2,210	2,000	1,640	1,810	2,020	2,110	2,210	2,320

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	3.1	3.9	3.9	4.6	5.7	6.1	6.7	6.9
Visitor	1.6	2.2	2.2	2.7	3.4	3.7	4.1	4.3
Business or Employee	1.5	1.7	1.7	1.9	2.3	2.4	2.6	2.6
State Tax Receipts	8.0	8.9	8.9	10.5	12.7	13.7	15.2	15.9
Visitor	5.7	6.3	6.4	7.6	9.1	9.9	10.9	11.6
Business or Employee	2.3	2.7	2.5	2.9	3.6	3.8	4.3	4.3
Total Local & State Receipts	11.1	12.8	12.8	15.1	18.4	19.8	21.9	22.8

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

San Juan County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	36.2	41.7	46.2	51.2	57.1	59.9	62.7
All Overnight	15.5	18.7	22.3	23.4	24.3	25.0	25.9
Private Home	4.6	5.5	6.4	6.8	7.0	7.1	7.3
Other Overnight	10.9	13.3	16.0	16.6	17.4	17.9	18.6
Day Travel	20.7	23.0	23.8	27.8	32.8	34.9	36.8
Day Travel	20.7	23.0	23.8	27.8	32.8	34.9	36.8

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$422	\$662	\$169	\$265	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$154	\$416	\$56	\$150	2.8	2.7
All Overnight	\$308	\$554	\$121	\$219	2.5	1.8

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	892	974	1,015	356	389	405
Private Home	270	272	275	111	112	113
Other Overnight	322	329	335	116	119	121
All Overnight	1,485	1,576	1,625	583	619	639

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	569	621	647	227	248	258
Private Home	125	126	128	51	52	52
Other Overnight	119	122	124	43	44	45
All Overnight	813	869	898	322	344	355

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Skagit County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$80,799
Employee Earnings generated by \$100 Visitor Spending	\$32
Local Tax Revenues generated by \$100 Visitor Spending	\$2.76

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$6,532
Additional employment if each resident household encouraged one additional overnight visitor	81

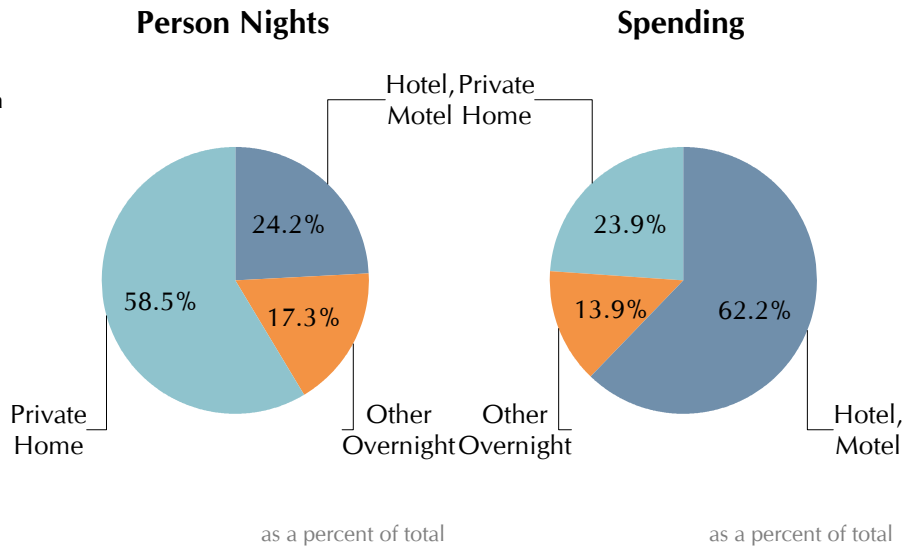
Visitor Shares

Travel Share of Total Employment (2016)*	5.9 %
Visitor Share of Taxable Sales (2016)**	8.2 %
Overnight Visitor Share (2017p)***	7.8 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	553.5	868.2	144.9
Private Home	972.3	2,098.8	55.8
Other Overnight	220.1	620.9	32.3
All Overnight	1,745.9	3,587.9	233.0

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Skagit County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	262.4	288.5	306.0	300.5	312.7	345.4	10.5%	4.0%
Other	12.2	14.7	13.6	10.7	10.3	12.1	17.8%	-0.1%
Visitor	250.2	273.8	292.4	289.8	302.4	333.3	10.2%	4.2%
Non-transportation	222.0	240.8	260.8	263.4	276.3	302.9	9.6%	4.5%
Transportation	28.2	33.0	31.6	26.4	26.1	30.4	16.4%	1.1%
Earnings								
Earnings (Current \$)	73.6	80.5	88.3	92.3	97.4	106.6	9.5%	5.4%
Employment								
Employment	3,470	3,610	3,760	3,870	4,040	4,150	2.7%	2.6%
Tax Revenue								
Total (Current \$)	23.9	25.7	27.8	28.4	30.4	32.8	7.6%	4.6%
Local Tax Receipts	6.7	7.2	8.0	8.2	8.7	9.2	6.0%	4.6%
Visitor	3.7	4.0	4.4	4.5	4.7	5.3	11.3%	5.1%
Business or Employee	3.0	3.2	3.6	3.7	3.9	3.9	-0.4%	3.9%
State Tax Receipts	17.2	18.4	19.8	20.3	21.8	23.6	8.3%	4.6%
Visitor	12.9	13.8	14.7	14.8	15.9	17.6	10.6%	4.5%
Business or Employee	4.3	4.7	5.1	5.4	5.9	6.0	2.1%	4.8%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Skagit County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	183.8	209.2	250.2	273.8	292.4	289.8	302.4	333.3
Other Travel*	7.1	10.1	12.2	14.7	13.6	10.7	10.3	12.1
Total	191.0	219.3	262.4	288.5	306.0	300.5	312.7	345.4

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	22.4	25.9	33.4	36.0	40.8	41.9	44.2	49.7
Food Service	53.4	62.6	79.2	87.2	96.3	97.9	104.6	117.4
Food Stores	23.8	28.3	32.9	36.6	39.1	39.6	40.4	42.1
Local Tran. & Gas	15.6	22.5	28.2	33.0	31.6	26.4	26.1	30.4
Arts, Ent. & Rec.	29.3	31.2	34.2	36.2	38.2	38.0	39.8	43.2
Retail Sales	39.3	38.7	42.4	44.9	46.5	46.0	47.3	50.5
Total	183.8	209.2	250.2	273.8	292.4	289.8	302.4	333.3

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	31.6	37.1	45.4	50.4	55.4	57.6	61.4	67.2
Arts, Ent. & Rec.	12.5	12.9	13.3	14.3	15.8	17.0	17.8	19.3
Retail**	8.8	9.8	11.0	11.7	12.9	13.3	13.6	15.0
Ground Tran.	2.4	2.9	3.4	3.4	3.7	3.7	4.0	4.5
Other Travel*	0.9	0.6	0.5	0.6	0.6	0.6	0.6	0.6
Total	56.1	63.4	73.6	80.5	88.3	92.3	97.4	106.6

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,760	1,690	1,700	1,780	1,930	1,940	2,030	2,040
Arts, Ent. & Rec.	1,090	1,080	1,180	1,230	1,210	1,310	1,380	1,440
Retail**	440	410	440	450	480	480	480	520
Ground Tran.	110	130	120	120	120	120	110	120
Other Travel*	60	30	30	30	30	30	20	20
Total	3,460	3,340	3,470	3,610	3,760	3,870	4,040	4,150

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	4.7	5.5	6.7	7.2	8.0	8.2	8.7	9.2
Visitor	2.5	3.0	3.7	4.0	4.4	4.5	4.7	5.3
Business or Employee	2.2	2.5	3.0	3.2	3.6	3.7	3.9	3.9
State Tax Receipts	12.8	14.6	17.2	18.4	19.8	20.3	21.8	23.6
Visitor	9.5	10.8	12.9	13.8	14.7	14.8	15.9	17.6
Business or Employee	3.4	3.8	4.3	4.7	5.1	5.4	5.9	6.0
Total Local & State Receipts	17.5	20.1	23.9	25.7	27.8	28.4	30.4	32.8

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Skagit County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	114.6	134.4	154.4	167.9	171.4	177.2	188.4
All Overnight	53.4	64.3	73.0	79.9	81.2	83.8	88.0
Private Home	33.4	40.1	47.8	50.6	50.9	52.7	55.8
Other Overnight	20.0	24.2	25.3	29.3	30.3	31.1	32.3
Day Travel	61.3	70.1	81.3	88.0	90.2	93.4	100.3
Day Travel	61.3	70.1	81.3	88.0	90.2	93.4	100.3

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$418	\$656	\$167	\$262	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$145	\$409	\$52	\$147	2.8	2.8
All Overnight	\$163	\$333	\$65	\$133	2.5	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	735	764	868	294	305	347
Private Home	1,975	2,036	2,099	810	835	861
Other Overnight	600	614	621	215	220	222
All Overnight	3,310	3,413	3,588	1,318	1,360	1,430

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	469	487	554	187	194	221
Private Home	915	943	972	375	387	399
Other Overnight	213	218	220	76	78	79
All Overnight	1,596	1,648	1,746	638	659	699

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Skamania County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$86,685
Employee Earnings generated by \$100 Visitor Spending	\$22
Local Tax Revenues generated by \$100 Visitor Spending	\$1.84

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$952
Additional employment if each resident household encouraged one additional overnight visitor	11

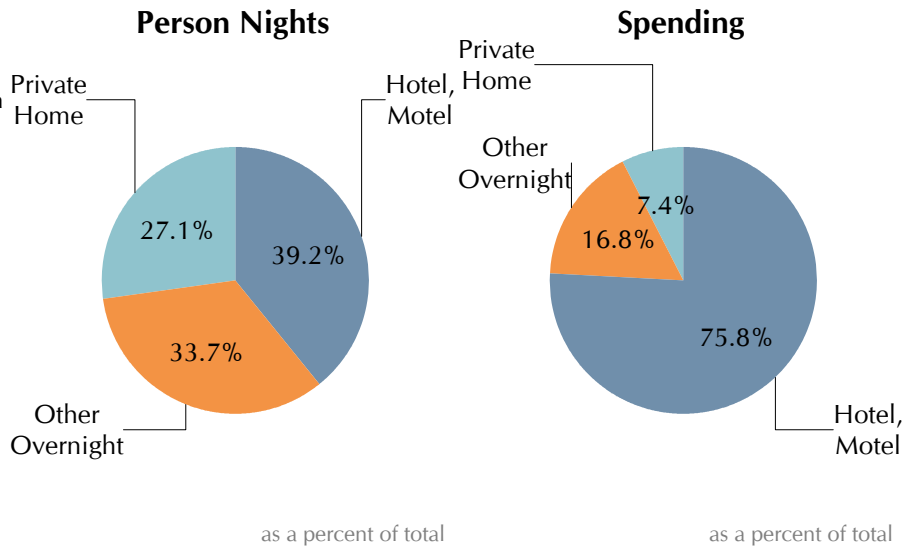
Visitor Shares

Travel Share of Total Employment (2016)*	26.3 %
Visitor Share of Taxable Sales (2016)**	49.8 %
Overnight Visitor Share (2017p)***	16.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	182.6	286.4	53.8
Private Home	91.6	197.8	5.3
Other Overnight	86.4	245.6	11.9
All Overnight	360.6	729.8	70.9

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Skamania County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
	2010	2012	2014	2015	2016	2017	16-17	10-17
Spending								
Total (Current \$)	54.1	58.2	67.0	71.1	74.1	81.7	10.2%	6.1%
Other	1.1	1.3	1.2	0.9	0.9	1.1	20.6%	-0.5%
Visitor	53.0	56.8	65.8	70.1	73.2	80.6	10.1%	6.2%
Non-transportation	47.9	50.9	59.9	65.0	68.1	74.7	9.6%	6.5%
Transportation	5.1	5.9	5.9	5.2	5.1	5.9	16.4%	2.1%
Earnings								
Earnings (Current \$)	12.1	14.1	17.2	16.9	17.7	17.7	-0.3%	5.5%
Employment								
Employment	710	800	910	840	920	930	1.7%	4.0%
Tax Revenue								
Total (Current \$)	3.9	4.2	5.0	5.3	5.7	6.0	5.5%	6.5%
Local Tax Receipts	0.9	1.1	1.3	1.4	1.5	1.5	2.4%	6.6%
Visitor	0.5	0.6	0.7	0.8	0.9	0.9	10.4%	8.5%
Business or Employee	0.4	0.5	0.6	0.6	0.6	0.5	-9.3%	3.8%
State Tax Receipts	2.9	3.1	3.7	4.0	4.2	4.5	6.5%	6.5%
Visitor	2.0	2.2	2.5	2.8	3.0	3.3	11.2%	7.0%
Business or Employee	0.9	1.0	1.2	1.2	1.3	1.2	-4.1%	5.4%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Skamania County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	51.9	69.9	53.0	56.8	65.8	70.1	73.2	80.6
Other Travel*	0.5	0.9	1.1	1.3	1.2	0.9	0.9	1.1
Total	52.4	70.8	54.1	58.2	67.0	71.1	74.1	81.7

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	9.6	12.8	10.9	11.8	14.7	16.3	17.6	19.4
Food Service	16.7	24.7	17.1	18.1	21.8	23.9	25.3	28.4
Food Stores	4.9	6.0	5.9	6.5	7.2	7.5	7.6	7.9
Local Tran. & Gas	3.5	5.3	5.1	5.9	5.9	5.2	5.1	5.9
Arts, Ent. & Rec.	8.1	10.4	6.8	6.9	7.9	8.4	8.7	9.5
Retail Sales	9.2	10.7	7.3	7.5	8.4	8.8	8.9	9.6
Total	51.9	69.9	53.0	56.8	65.8	70.1	73.2	80.6

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	6.8	9.9	7.0	8.6	8.2	9.2	9.7	9.8
Arts, Ent. & Rec.	3.4	4.3	2.6	2.9	6.0	4.5	4.5	4.1
Retail**	1.9	2.4	1.9	2.0	2.3	2.5	2.6	2.8
Ground Tran.	0.5	0.7	0.6	0.6	0.7	0.7	0.8	0.9
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	12.6	17.3	12.1	14.1	17.2	16.9	17.7	17.7

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	580	610	400	450	400	430	460	460
Arts, Ent. & Rec.	220	250	170	210	360	250	280	290
Retail**	180	160	110	110	130	140	150	160
Ground Tran.	20	30	20	20	20	20	20	20
Other Travel*	0	0	0	0	0	0	0	0
Total	1,000	1,040	710	800	910	840	920	930

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.9	1.2	0.9	1.1	1.3	1.4	1.5	1.5
Visitor	0.5	0.7	0.5	0.6	0.7	0.8	0.9	0.9
Business or Employee	0.4	0.6	0.4	0.5	0.6	0.6	0.6	0.5
State Tax Receipts	2.8	3.8	2.9	3.1	3.7	4.0	4.2	4.5
Visitor	1.9	2.6	2.0	2.2	2.5	2.8	3.0	3.3
Business or Employee	0.9	1.2	0.9	1.0	1.2	1.2	1.3	1.2
Total Local & State Receipts	3.7	5.1	3.9	4.2	5.0	5.3	5.7	6.0

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Skamania County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	17.2	19.6	21.3	23.4	24.8	25.3	26.8
All Overnight	10.5	11.3	14.1	15.6	16.0	16.3	17.1
Private Home	3.2	3.7	4.4	4.7	4.8	4.9	5.3
Other Overnight	7.2	7.5	9.6	10.9	11.2	11.4	11.9
Day Travel	6.7	8.4	7.3	7.8	8.8	9.0	9.7
Day Travel	6.7	8.4	7.3	7.8	8.8	9.0	9.7

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$470	\$738	\$188	\$295	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$135	\$385	\$48	\$138	2.8	2.8
All Overnight	\$250	\$502	\$97	\$197	2.6	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	253	260	286	101	104	114
Private Home	188	189	198	77	77	81
Other Overnight	237	243	246	85	87	88
All Overnight	678	691	730	263	268	283

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	161	165	183	64	66	73
Private Home	87	87	92	36	36	38
Other Overnight	83	85	86	30	31	31
All Overnight	332	338	361	130	132	141

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Snohomish County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$95,694
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$3.45

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$77,980
Additional employment if each resident household encouraged one additional overnight visitor	815

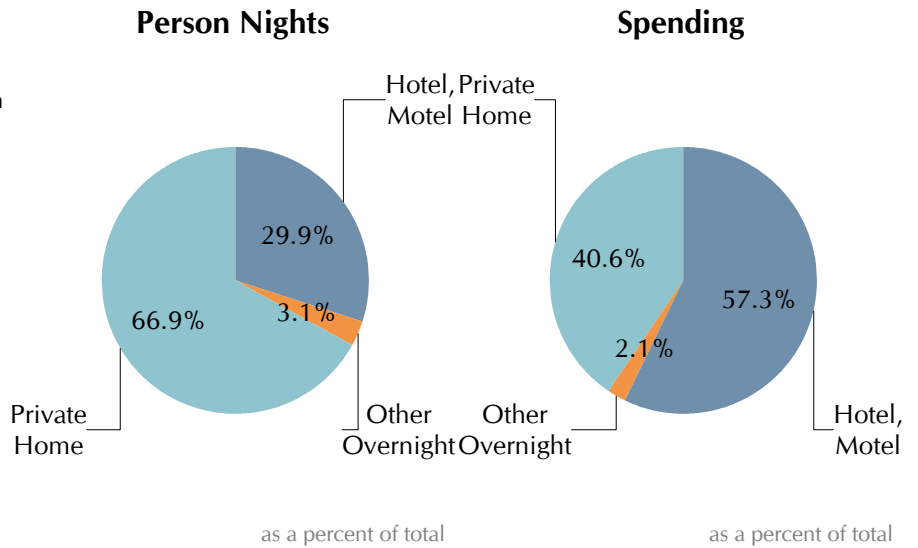
Visitor Shares

Travel Share of Total Employment (2016)*	2.8 %
Visitor Share of Taxable Sales (2016)**	4.8 %
Overnight Visitor Share (2017p)***	2.7 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	1,133.8	2,391.5	422.9
Private Home	1,630.7	5,345.5	299.3
Other Overnight	86.8	249.7	15.1
All Overnight	2,851.3	7,986.8	737.4

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Snohomish County
Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	827.1	902.3	995.2	1,011.6	1,043.4	1,108.1	6.2%	4.3%	
Other	80.9	97.3	94.5	78.4	77.9	90.1	15.6%	1.6%	
Visitor	746.2	805.0	900.7	933.1	965.5	1,018.1	5.4%	4.5%	
Non-transportation	616.7	662.6	748.0	787.1	816.7	856.2	4.8%	4.8%	
Transportation	129.5	142.4	152.7	146.1	148.7	161.9	8.9%	3.2%	
Earnings									
Earnings (Current \$)	210.1	233.1	258.4	273.3	285.0	306.3	7.5%	5.5%	
Employment									
Employment	9,570	9,910	10,440	10,490	10,690	10,860	1.6%	1.8%	
Tax Revenue									
Total (Current \$)	77.7	84.3	94.6	99.9	105.8	109.8	3.8%	5.1%	
Local Tax Receipts	24.1	27.3	31.3	33.0	34.4	35.2	2.1%	5.6%	
Visitor	14.7	17.2	19.9	21.1	21.8	22.8	4.7%	6.4%	
Business or Employee	9.3	10.2	11.4	12.0	12.6	12.4	-2.2%	4.1%	
State Tax Receipts	53.6	56.9	63.4	66.9	71.3	74.7	4.6%	4.8%	
Visitor	41.8	44.1	48.9	51.5	54.8	58.1	6.1%	4.8%	
Business or Employee	11.8	12.8	14.4	15.5	16.6	16.6	-0.2%	4.9%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Snohomish County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	536.9	644.8	746.2	805.0	900.7	933.1	965.5	1,018.1
Other Travel*	51.5	65.9	80.9	97.3	94.5	78.4	77.9	90.1
Total	588.4	710.8	827.1	902.3	995.2	1,011.6	1,043.4	1,108.1

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	67.8	76.8	91.2	107.2	130.6	141.4	145.3	151.6
Food Service	151.4	194.4	236.7	254.4	290.1	307.8	325.3	347.0
Food Stores	36.4	44.8	50.5	54.5	60.7	63.3	64.0	65.6
Local Tran. & Gas	78.5	106.4	129.5	142.4	152.7	146.1	148.7	161.9
Arts, Ent. & Rec.	94.7	108.8	116.2	120.0	130.8	135.3	140.2	145.9
Retail Sales	108.1	113.7	122.1	126.5	135.8	139.2	142.0	146.0
Total	536.9	644.8	746.2	805.0	900.7	933.1	965.5	1,018.1

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	75.7	94.4	110.9	130.1	142.6	151.6	158.8	172.3
Arts, Ent. & Rec.	40.1	44.8	45.0	47.5	52.0	53.6	55.5	57.8
Retail**	19.1	22.4	24.4	25.3	29.2	31.3	31.7	34.0
Ground Tran.	16.7	21.4	24.1	24.1	27.2	28.8	30.1	33.0
Other Travel*	9.2	5.9	5.7	6.2	7.3	8.1	8.9	9.2
Total	160.7	188.8	210.1	233.1	258.4	273.3	285.0	306.3

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	4,350	4,660	4,700	5,120	5,510	5,620	5,680	5,710
Arts, Ent. & Rec.	2,500	2,570	2,870	2,840	2,800	2,670	2,830	2,900
Retail**	920	920	950	950	1,060	1,100	1,090	1,130
Ground Tran.	760	900	840	810	870	890	860	890
Other Travel*	480	250	200	190	200	210	230	220
Total	9,010	9,280	9,570	9,910	10,440	10,490	10,690	10,860

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	16.0	20.9	24.1	27.3	31.3	33.0	34.4	35.2
Visitor	9.0	12.7	14.7	17.2	19.9	21.1	21.8	22.8
Business or Employee	7.0	8.2	9.3	10.2	11.4	12.0	12.6	12.4
State Tax Receipts	38.7	46.7	53.6	56.9	63.4	66.9	71.3	74.7
Visitor	29.6	35.9	41.8	44.1	48.9	51.5	54.8	58.1
Business or Employee	9.1	10.8	11.8	12.8	14.4	15.5	16.6	16.6
Total Local & State Receipts	54.7	67.6	77.7	84.3	94.6	99.9	105.8	109.8

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Snohomish County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	345.6	409.8	470.6	496.0	546.7	565.8	595.2
All Overnight	188.3	221.1	253.7	265.9	289.5	299.7	314.5
Private Home	171.7	202.8	241.4	252.5	275.3	285.1	299.3
Other Overnight	16.6	18.2	12.3	13.4	14.2	14.6	15.1
Day Travel	157.3	188.8	216.9	230.2	257.2	266.1	280.7
Day Travel	157.3	188.8	216.9	230.2	257.2	266.1	280.7

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$370	\$789	\$177	\$373	2.1	2.1
Private Home	\$110	\$373	\$56	\$184	2.0	3.4
Other Overnight	\$150	\$430	\$61	\$174	2.5	2.9
All Overnight	\$186	\$536	\$92	\$259	2.1	2.9

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	2,250	2,297	2,392	1,075	1,097	1,144
Private Home	5,139	5,225	5,345	2,596	2,660	2,728
Other Overnight	241	246	250	98	100	101
All Overnight	7,630	7,768	7,987	3,768	3,857	3,973

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,067	1,089	1,134	503	514	536
Private Home	1,568	1,594	1,631	767	784	804
Other Overnight	84	86	87	34	35	35
All Overnight	2,718	2,768	2,851	1,304	1,332	1,374

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Spokane County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$106,329
Employee Earnings generated by \$100 Visitor Spending	\$30
Local Tax Revenues generated by \$100 Visitor Spending	\$3.81

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$57,732
Additional employment if each resident household encouraged one additional overnight visitor	543

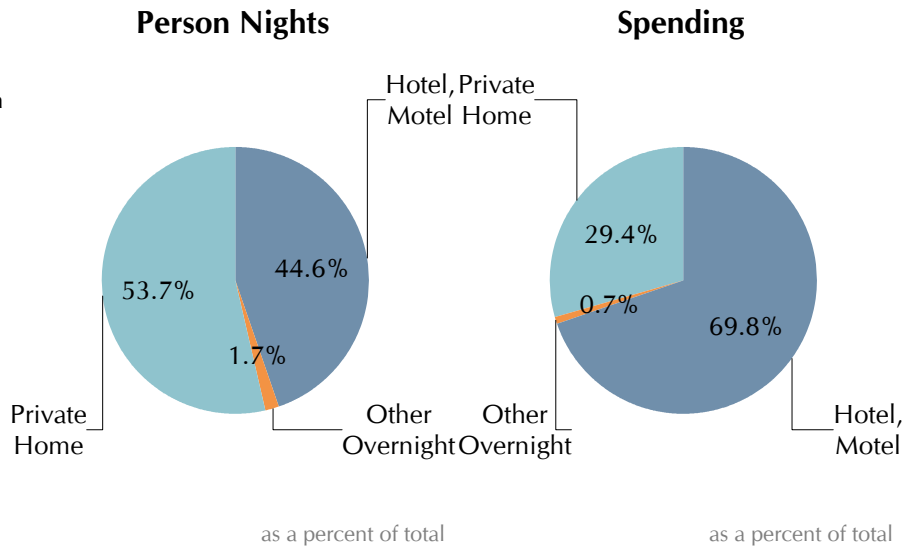
Visitor Shares

Travel Share of Total Employment (2016)*	3.6 %
Visitor Share of Taxable Sales (2016)**	6.6 %
Overnight Visitor Share (2017p)***	3.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	305.9	941.3	269.0
Private Home	393.3	1,898.6	72.4
Other Overnight	82.6	247.1	13.4
All Overnight	3,128.3	7,291.2	898.3

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Spokane County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	1,147	1,168	1,205	1,235	1,281	1,358	6.1%	2.4%
Other	318	301	310	288	269	288	6.8%	-1.4%
Visitor	829	867	895	947	1,011	1,071	5.9%	3.7%
Non-transportation	558	606	631	683	739	780	5.6%	4.9%
Transportation	271	261	264	264	273	291	6.7%	1.0%
Earnings								
Earnings (Current \$)	263	277	298	312	326	358	10.0%	4.5%
Employment								
Employment	9,480	9,570	9,610	9,850	10,460	10,780	3.0%	1.8%
Tax Revenue								
Total (Current \$)	79	84	89	95	104	109	4.7%	4.6%
Local Tax Receipts	29	31	34	36	39	41	4.1%	4.8%
Visitor	18	19	21	23	25	27	6.3%	5.8%
Business or Employee	11	11	12	13	14	14	0.1%	3.1%
State Tax Receipts	50	53	55	59	65	68	5.1%	4.4%
Visitor	36	38	39	42	46	49	6.6%	4.7%
Business or Employee	15	15	16	17	19	19	1.4%	3.9%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Spokane County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	582.2	696.6	829.1	867.0	895.5	947.1	1,011.4	1,070.6
Other Travel*	188.6	238.0	318.0	300.6	309.7	288.2	269.4	287.7
Total	770.9	934.6	1,147.1	1,167.6	1,205.1	1,235.3	1,280.8	1,358.3

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	89.2	100.9	125.2	136.7	149.6	167.5	184.7	195.5
Food Service	119.4	153.8	180.1	198.5	208.1	226.4	248.8	267.7
Food Stores	42.1	51.7	59.5	65.8	68.3	72.7	75.3	77.3
Local Tran. & Gas	60.5	81.7	97.8	110.2	106.7	100.2	105.0	115.4
Arts, Ent. & Rec.	75.3	86.4	89.3	94.5	95.2	100.8	108.0	113.0
Retail Sales	95.3	100.4	104.2	110.8	110.1	115.6	121.9	126.2
Visitor Air Tran.	100.5	121.7	173.2	150.5	157.4	164.0	167.7	175.5
Total	582.2	696.6	829.1	867.0	895.5	947.1	1,011.4	1,070.6

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	79.9	99.0	115.6	127.8	144.6	151.7	167.0	178.5
Arts, Ent. & Rec.	62.4	69.7	67.7	68.3	62.4	69.6	74.6	87.9
Retail**	19.2	22.6	24.3	25.9	27.6	30.1	31.5	33.9
Ground Tran.	11.6	14.6	16.1	16.2	16.8	17.9	19.3	21.1
Other Travel*	30.9	34.6	38.9	38.3	46.5	42.6	33.6	37.1
Total	204.0	240.4	262.6	276.6	297.9	311.9	325.9	358.5

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	4,070	4,270	4,410	4,600	4,870	4,990	5,470	5,450
Arts, Ent. & Rec.	2,820	2,560	2,760	2,650	2,360	2,510	2,730	2,940
Retail**	910	920	910	940	980	1,060	1,060	1,100
Ground Tran.	530	610	560	550	540	550	550	570
Other Travel*	1,100	850	850	830	870	750	660	710
Total	9,430	9,210	9,480	9,570	9,610	9,850	10,460	10,780

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	18.9	25.5	29.3	30.8	33.8	36.3	39.2	40.8
Visitor	10.6	15.6	18.2	19.3	21.4	23.3	25.5	27.1
Business or Employee	8.4	9.9	11.1	11.5	12.5	13.0	13.7	13.7
State Tax Receipts	37.0	44.6	50.1	53.0	55.2	59.0	64.6	67.9
Visitor	25.7	31.1	35.5	37.9	38.9	41.6	45.8	48.8
Business or Employee	11.4	13.5	14.5	15.1	16.3	17.4	18.8	19.1
Total Local & State Receipts	56.0	70.1	79.4	83.8	89.0	95.2	103.8	108.7

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Spokane County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	209	244	280	302	315	328	343
All Overnight	113	130	151	162	167	172	179
Private Home	105	121	140	150	154	159	166
Other Overnight	8	9	11	12	13	13	13
Day Travel	96	114	129	141	148	156	164
Day Travel	96	114	129	141	148	156	164

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$416	\$837	\$195	\$381	2.2	2.0
Private Home	\$137	\$393	\$68	\$186	2.1	2.9
Other Overnight	\$148	\$443	\$54	\$162	2.7	3.0
All Overnight	\$257	\$624	\$123	\$287	2.2	2.4

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	2,791	3,037	3,198	1,308	1,418	1,495
Private Home	3,746	3,826	3,846	1,844	1,889	1,915
Other Overnight	239	244	247	87	90	91
All Overnight	6,776	7,107	7,291	3,239	3,396	3,501

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,427	1,552	1,635	650	705	744
Private Home	1,374	1,403	1,411	644	659	667
Other Overnight	80	82	83	29	30	30
All Overnight	2,881	3,037	3,128	1,324	1,395	1,440

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Stevens County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$69,139
Employee Earnings generated by \$100 Visitor Spending	\$31
Local Tax Revenues generated by \$100 Visitor Spending	\$1.96

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$1,645
Additional employment if each resident household encouraged one additional overnight visitor	24

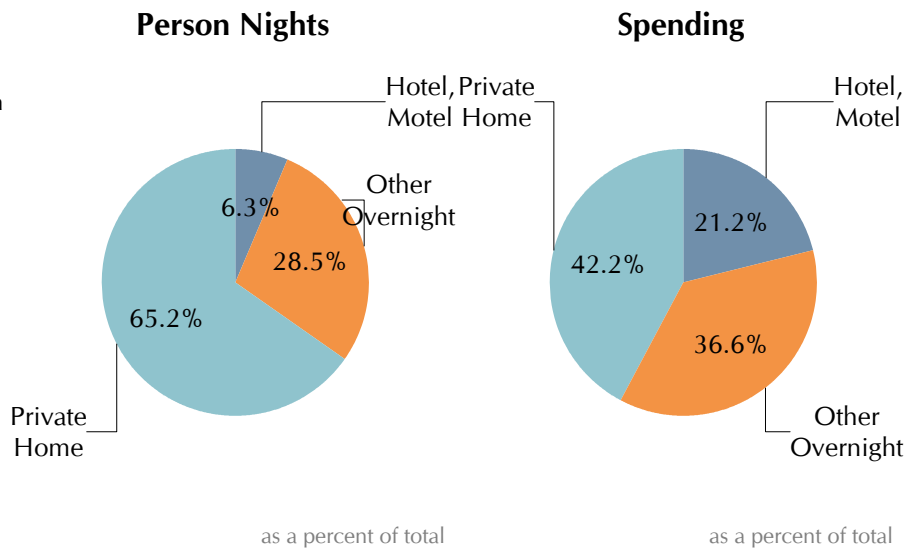
Visitor Shares

Travel Share of Total Employment (2016)*	5.1 %
Visitor Share of Taxable Sales (2016)**	9.1 %
Overnight Visitor Share (2017p)***	6.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	45.3	71.1	9.8
Private Home	340.0	734.1	19.5
Other Overnight	114.3	320.9	16.9
All Overnight	499.7	1,126.1	46.2

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Stevens County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	59.4	62.0	62.6	63.8	63.2	66.6	5.4%	1.6%
Other	4.3	5.1	4.7	3.6	3.4	4.0	18.0%	-1.0%
Visitor	55.1	56.8	57.9	60.3	59.8	62.6	4.7%	1.8%
Non-transportation	47.0	47.8	49.5	52.9	52.7	54.7	3.7%	2.2%
Transportation	8.1	9.1	8.4	7.4	7.0	7.9	12.5%	-0.2%
Earnings								
Earnings (Current \$)	15.5	16.5	17.7	18.3	18.3	19.7	7.4%	3.5%
Employment								
Employment	940	920	920	900	880	910	3.9%	-0.4%
Tax Revenue								
Total (Current \$)	4.5	4.6	4.8	5.1	5.2	5.4	3.8%	2.6%
Local Tax Receipts	1.0	1.0	1.1	1.2	1.2	1.2	3.2%	2.5%
Visitor	0.4	0.4	0.5	0.5	0.5	0.5	10.8%	3.4%
Business or Employee	0.6	0.6	0.7	0.7	0.7	0.7	-2.3%	1.9%
State Tax Receipts	3.5	3.5	3.6	3.9	4.0	4.2	4.0%	2.6%
Visitor	2.5	2.5	2.6	2.8	2.9	3.0	6.0%	2.5%
Business or Employee	1.0	1.0	1.1	1.1	1.2	1.1	-0.8%	2.7%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Stevens County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	45.5	53.3	55.1	56.8	57.9	60.3	59.8	62.6
Other Travel*	2.2	3.5	4.3	5.1	4.7	3.6	3.4	4.0
Total	47.6	56.8	59.4	62.0	62.6	63.8	63.2	66.6

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	4.4	5.6	5.6	5.1	5.6	6.2	6.3	6.6
Food Service	11.6	14.6	15.4	15.7	16.6	18.0	18.2	19.2
Food Stores	8.0	8.9	9.7	10.5	10.8	11.4	11.2	11.4
Local Tran. & Gas	5.1	7.0	8.1	9.1	8.4	7.4	7.0	7.9
Arts, Ent. & Rec.	6.9	7.7	7.2	7.2	7.3	7.7	7.7	7.9
Retail Sales	9.5	9.5	9.1	9.3	9.2	9.6	9.4	9.6
Total	45.5	53.3	55.1	56.8	57.9	60.3	59.8	62.6

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	6.8	8.8	8.2	9.3	10.5	11.3	11.4	12.0
Arts, Ent. & Rec.	3.4	3.6	3.2	3.1	2.9	2.4	2.4	2.8
Retail**	2.5	2.8	2.9	3.0	3.1	3.3	3.3	3.5
Ground Tran.	0.8	1.0	1.1	1.1	1.1	1.2	1.2	1.3
Other Travel*	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total	13.7	16.4	15.5	16.5	17.7	18.3	18.3	19.7

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	440	530	410	430	450	460	460	460
Arts, Ent. & Rec.	220	430	330	300	270	240	230	260
Retail**	170	160	150	150	150	150	150	150
Ground Tran.	40	40	40	40	40	40	30	30
Other Travel*	10	10	10	10	10	10	10	10
Total	870	1,170	940	920	920	900	880	910

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.9	1.0	1.0	1.0	1.1	1.2	1.2	1.2
Visitor	0.4	0.4	0.4	0.4	0.5	0.5	0.5	0.5
Business or Employee	0.5	0.6	0.6	0.6	0.7	0.7	0.7	0.7
State Tax Receipts	2.8	3.4	3.5	3.5	3.6	3.9	4.0	4.2
Visitor	2.0	2.4	2.5	2.5	2.6	2.8	2.9	3.0
Business or Employee	0.8	1.0	1.0	1.0	1.1	1.1	1.2	1.1
Total Local & State Receipts	3.7	4.5	4.5	4.6	4.8	5.1	5.2	5.4

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Stevens County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	38.3	42.0	46.2	49.7	50.6	50.5	52.8
All Overnight	26.1	28.3	31.7	34.2	34.8	34.8	36.4
Private Home	13.2	15.3	16.9	18.8	18.8	18.5	19.5
Other Overnight	12.9	13.0	14.8	15.4	15.9	16.3	16.9
Day Travel	12.2	13.6	14.5	15.4	15.8	15.7	16.4
Day Travel	12.2	13.6	14.5	15.4	15.8	15.7	16.4

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$345	\$541	\$138	\$216	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$147	\$412	\$53	\$148	2.8	2.8
All Overnight	\$104	\$233	\$41	\$92	2.5	2.2

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	74	69	71	29	28	28
Private Home	732	713	734	300	292	301
Other Overnight	311	318	321	111	114	115
All Overnight	1,116	1,100	1,126	441	434	444

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	47	44	45	19	18	18
Private Home	339	330	340	139	135	139
Other Overnight	111	113	114	40	41	41
All Overnight	497	488	500	198	194	199

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Thurston County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$112,309
Employee Earnings generated by \$100 Visitor Spending	\$25
Local Tax Revenues generated by \$100 Visitor Spending	\$3.29

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$20,477
Additional employment if each resident household encouraged one additional overnight visitor	182

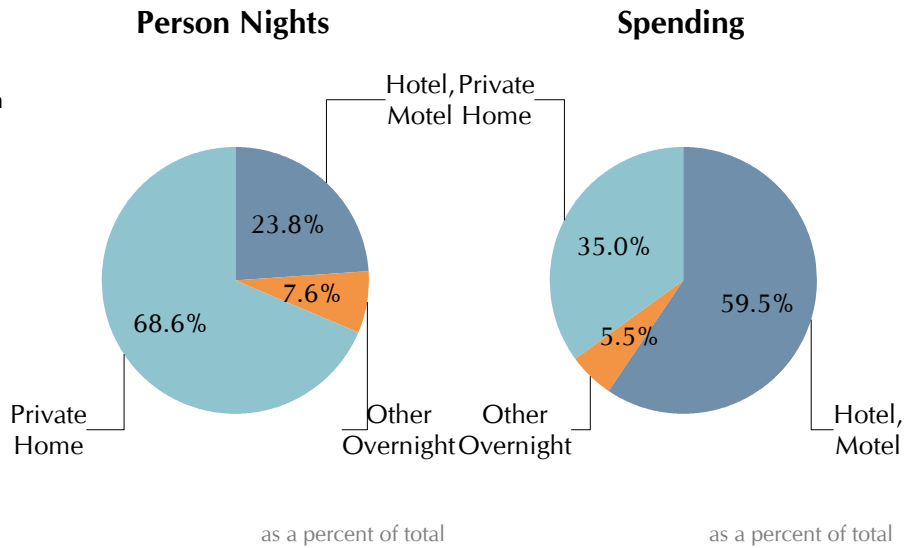
Visitor Shares

Travel Share of Total Employment (2016)*	1.9 %
Visitor Share of Taxable Sales (2016)**	4.1 %
Overnight Visitor Share (2017p)***	3.1 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	382.8	748.7	136.4
Private Home	791.2	2,157.0	80.2
Other Overnight	79.2	237.5	12.6
All Overnight	1,253.1	3,143.2	229.2

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Thurston County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	245.6	288.2	300.2	311.7	306.1	353.9	15.6%	5.4%
Other	33.6	37.0	35.2	29.1	28.4	32.7	15.2%	-0.4%
Visitor	212.0	251.2	265.0	282.6	277.7	321.2	15.7%	6.1%
Non-transportation	183.7	216.0	230.4	250.7	247.9	285.4	15.1%	6.5%
Transportation	28.3	35.2	34.6	31.9	29.8	35.7	19.9%	3.4%
Earnings								
Earnings (Current \$)	62.2	66.6	72.6	77.1	76.8	85.5	11.4%	4.6%
Employment								
Employment	2,580	2,630	2,780	2,860	2,780	2,950	6.0%	1.9%
Tax Revenue								
Total (Current \$)	21.6	24.3	26.3	28.6	29.3	32.9	12.5%	6.2%
Local Tax Receipts	6.5	7.2	8.3	9.2	9.5	10.6	11.7%	7.2%
Visitor	3.8	4.4	5.2	5.9	6.1	7.2	17.2%	9.5%
Business or Employee	2.7	2.8	3.1	3.3	3.3	3.4	1.4%	3.2%
State Tax Receipts	15.1	17.0	18.0	19.4	19.8	22.4	12.9%	5.8%
Visitor	11.6	13.2	13.8	14.9	15.2	17.5	15.2%	6.1%
Business or Employee	3.5	3.8	4.2	4.5	4.6	4.8	5.2%	4.6%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Thurston County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	164.6	207.9	212.0	251.2	265.0	282.6	277.7	321.2
Other Travel*	16.4	23.9	33.6	37.0	35.2	29.1	28.4	32.7
Total	180.9	231.8	245.6	288.2	300.2	311.7	306.1	353.9

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	20.4	26.9	31.7	33.8	37.1	43.5	49.3	59.6
Food Service	41.8	56.5	56.7	70.1	76.3	83.6	81.1	95.0
Food Stores	20.5	25.7	27.7	32.9	35.1	37.1	35.3	38.5
Local Tran. & Gas	17.3	25.5	28.3	35.2	34.6	31.9	29.8	35.7
Arts, Ent. & Rec.	27.2	32.5	29.8	34.9	36.4	38.6	37.0	41.8
Retail Sales	37.4	40.8	37.8	44.4	45.6	47.9	45.3	50.5
Total	164.6	207.9	212.0	251.2	265.0	282.6	277.7	321.2

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	24.5	33.3	34.1	36.2	38.9	42.3	43.3	47.4
Arts, Ent. & Rec.	9.9	11.5	9.9	11.0	12.8	12.3	11.8	13.3
Retail**	7.5	9.1	9.0	10.4	11.4	12.5	11.8	13.5
Ground Tran.	3.7	4.9	5.1	5.7	6.0	6.4	6.3	7.5
Other Travel*	2.6	2.5	4.1	3.3	3.4	3.5	3.6	3.7
Total	48.2	61.3	62.2	66.6	72.6	77.1	76.8	85.5

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	1,250	1,480	1,330	1,330	1,400	1,450	1,460	1,480
Arts, Ent. & Rec.	560	640	570	600	650	640	620	700
Retail**	330	400	370	410	440	470	430	480
Ground Tran.	170	210	180	190	200	200	180	200
Other Travel*	140	100	130	100	100	100	90	90
Total	2,450	2,830	2,580	2,630	2,780	2,860	2,780	2,950

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	4.6	6.3	6.5	7.2	8.3	9.2	9.5	10.6
Visitor	2.6	3.7	3.8	4.4	5.2	5.9	6.1	7.2
Business or Employee	2.0	2.6	2.7	2.8	3.1	3.3	3.3	3.4
State Tax Receipts	11.7	14.8	15.1	17.0	18.0	19.4	19.8	22.4
Visitor	8.9	11.2	11.6	13.2	13.8	14.9	15.2	17.5
Business or Employee	2.8	3.5	3.5	3.8	4.2	4.5	4.6	4.8
Total Local & State Receipts	16.3	21.1	21.6	24.3	26.3	28.6	29.3	32.9

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Thurston County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	105.9	126.3	141.3	162.0	171.6	167.3	184.8
All Overnight	54.0	63.0	74.0	82.8	86.3	85.2	92.9
Private Home	45.6	53.6	63.4	71.4	74.4	73.0	80.2
Other Overnight	8.4	9.5	10.6	11.4	11.9	12.2	12.6
Day Travel	51.9	63.3	67.3	79.2	85.3	82.1	92.0
Day Travel	51.9	63.3	67.3	79.2	85.3	82.1	92.0

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$429	\$840	\$182	\$356	2.4	2.0
Private Home	\$87	\$236	\$37	\$101	2.3	2.7
Other Overnight	\$145	\$437	\$53	\$160	2.7	3.0
All Overnight	\$172	\$431	\$73	\$183	2.4	2.5

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	685	615	749	291	261	318
Private Home	2,069	2,013	2,157	889	865	927
Other Overnight	229	235	238	84	86	87
All Overnight	2,984	2,862	3,143	1,264	1,212	1,331

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	350	314	383	149	133	162
Private Home	759	738	791	326	317	340
Other Overnight	76	78	79	28	29	29
All Overnight	1,186	1,131	1,253	503	479	531

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Wahkiakum County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$84,248
Employee Earnings generated by \$100 Visitor Spending	\$27
Local Tax Revenues generated by \$100 Visitor Spending	\$2.09

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$185
Additional employment if each resident household encouraged one additional overnight visitor	2

Visitor Shares

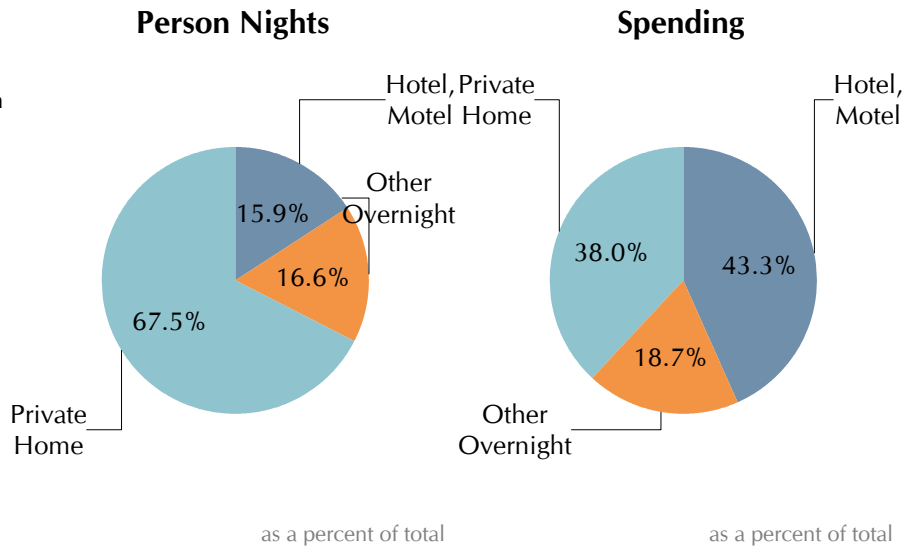
Travel Share of Total Employment (2016)*	5.0 %
Visitor Share of Taxable Sales (2016)**	13.2 %
Overnight Visitor Share (2017p)***	6.8 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.

**Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	10.7	16.8	2.2
Private Home	33.0	71.2	1.9
Other Overnight	6.4	17.5	0.9
All Overnight	50.1	105.5	5.0

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Wahkiakum County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	5.1	5.3	6.0	5.8	5.8	6.5	12.1%	3.7%
Other	0.4	0.5	0.4	0.3	0.3	0.4	20.8%	-0.4%
Visitor	4.7	4.9	5.6	5.4	5.5	6.1	11.6%	4.0%
Non-transportation	4.0	4.2	4.9	4.9	4.9	5.5	10.8%	4.4%
Transportation	0.6	0.7	0.7	0.6	0.6	0.7	18.2%	1.1%
Earnings								
Earnings (Current \$)	1.4	1.6	1.6	1.5	1.5	1.7	12.4%	2.8%
Employment								
Employment	70	70	80	80	70	70	4.2%	0.7%
Tax Revenue								
Total (Current \$)	0.4	0.5	0.5	0.5	0.5	0.6	10.3%	3.9%
Local Tax Receipts	0.1	0.1	0.1	0.1	0.1	0.1	10.4%	3.7%
Visitor	0.0	0.0	0.1	0.1	0.1	0.1	18.0%	6.2%
Business or Employee	0.1	0.1	0.1	0.1	0.1	0.1	2.3%	1.3%
State Tax Receipts	0.3	0.3	0.4	0.4	0.4	0.4	10.3%	4.0%
Visitor	0.2	0.3	0.3	0.3	0.3	0.3	12.2%	4.4%
Business or Employee	0.1	0.1	0.1	0.1	0.1	0.1	4.6%	2.7%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Wahkiakum County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	3.0	3.5	4.7	4.9	5.6	5.4	5.5	6.1
Other Travel*	0.2	0.3	0.4	0.5	0.4	0.3	0.3	0.4
Total	3.2	3.8	5.1	5.3	6.0	5.8	5.8	6.5

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	0.3	0.4	0.6	0.6	0.7	0.8	0.8	0.9
Food Service	0.8	1.0	1.4	1.5	1.8	1.8	1.9	2.1
Food Stores	0.5	0.5	0.7	0.7	0.8	0.8	0.8	0.8
Local Tran. & Gas	0.3	0.5	0.6	0.7	0.7	0.6	0.6	0.7
Arts, Ent. & Rec.	0.5	0.5	0.6	0.6	0.7	0.7	0.7	0.8
Retail Sales	0.6	0.6	0.8	0.8	0.8	0.8	0.8	0.9
Total	3.0	3.5	4.7	4.9	5.6	5.4	5.5	6.1

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	0.3	0.4	0.5	0.7	0.7	0.6	0.6	0.7
Arts, Ent. & Rec.	0.3	0.3	0.3	0.4	0.3	0.2	0.2	0.3
Retail**	0.3	0.3	0.4	0.4	0.5	0.5	0.5	0.6
Ground Tran.	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other Travel*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	1.0	1.1	1.4	1.6	1.6	1.5	1.5	1.7

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	20	30	30	40	40	40	40	40
Arts, Ent. & Rec.	20	20	20	20	10	10	10	10
Retail**	20	20	20	20	20	20	20	20
Ground Tran.	0	0	0	0	0	0	0	0
Other Travel*	0	0	0	0	0	0	0	0
Total	70	60	70	70	80	80	70	70

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Visitor	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Business or Employee	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1
State Tax Receipts	0.2	0.3	0.3	0.3	0.4	0.4	0.4	0.4
Visitor	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.3
Business or Employee	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Local & State Receipts	0.3	0.3	0.4	0.5	0.5	0.5	0.5	0.6

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Wahkiakum County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	2.5	2.7	3.3	3.5	3.6	3.7	4.0
All Overnight	1.8	2.0	2.4	2.5	2.5	2.6	2.8
Private Home	1.2	1.4	1.6	1.7	1.7	1.7	1.9
Other Overnight	0.6	0.6	0.8	0.8	0.9	0.9	0.9
Day Travel	0.7	0.8	1.0	1.0	1.0	1.1	1.2
Day Travel	0.7	0.8	1.0	1.0	1.0	1.1	1.2

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$322	\$505	\$129	\$202	2.5	1.6
Private Home	\$65	\$140	\$27	\$57	2.4	2.2
Other Overnight	\$148	\$405	\$53	\$146	2.8	2.7
All Overnight	\$118	\$248	\$47	\$100	2.5	2.1

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	15	14	17	6	6	7
Private Home	65	67	71	27	27	29
Other Overnight	17	17	17	6	6	6
All Overnight	97	98	106	39	39	42

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	10	9	11	4	4	4
Private Home	30	31	33	12	13	14
Other Overnight	6	6	6	2	2	2
All Overnight	46	46	50	18	19	20

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Walla Walla County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$83,628
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$3.30

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$5,113
Additional employment if each resident household encouraged one additional overnight visitor	61

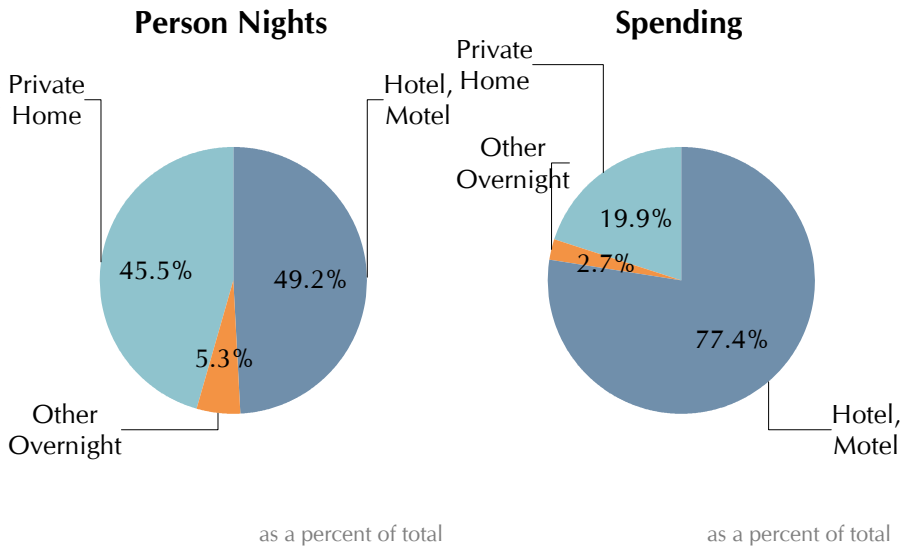
Visitor Shares

Travel Share of Total Employment (2016)*	3.8 %
Visitor Share of Taxable Sales (2016)**	9.7 %
Overnight Visitor Share (2017p)***	4.5 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	252.1	493.2	77.3
Private Home	167.3	456.2	19.9
Other Overnight	17.9	53.3	2.7
All Overnight	437.4	1,002.6	99.9

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Walla Walla County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	94.0	106.4	119.6	124.3	131.4	136.0	3.5%	5.4%	
Other	10.9	12.9	12.8	11.5	11.5	12.6	9.8%	2.1%	
Visitor	83.1	93.5	106.8	112.8	120.0	123.4	2.9%	5.8%	
Non-transportation	71.1	79.6	91.8	98.2	104.9	107.4	2.3%	6.1%	
Transportation	12.0	13.9	15.0	14.6	15.0	16.0	6.7%	4.2%	
Earnings									
Earnings (Current \$)	24.6	26.6	30.0	32.3	35.3	39.4	11.7%	7.0%	
Employment									
Employment	1,200	1,210	1,280	1,320	1,360	1,530	12.4%	3.5%	
Tax Revenue									
Total (Current \$)	7.9	8.8	10.0	10.8	11.9	12.2	2.9%	6.5%	
Local Tax Receipts	2.5	2.9	3.4	3.7	4.0	4.1	2.0%	7.5%	
Visitor	1.5	1.8	2.1	2.4	2.6	2.6	2.3%	8.8%	
Business or Employee	1.0	1.1	1.2	1.3	1.4	1.4	1.7%	5.4%	
State Tax Receipts	5.4	5.9	6.7	7.2	7.9	8.1	3.4%	6.0%	
Visitor	4.0	4.3	4.9	5.2	5.7	5.9	3.9%	5.9%	
Business or Employee	1.5	1.6	1.8	2.0	2.2	2.2	2.0%	6.2%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Walla Walla County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	49.8	67.3	83.1	93.5	106.8	112.8	120.0	123.4
Other Travel*	6.8	8.7	10.9	12.9	12.8	11.5	11.5	12.6
Total	56.6	76.0	94.0	106.4	119.6	124.3	131.4	136.0

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	6.5	10.9	16.2	19.0	22.7	24.7	26.9	27.3
Food Service	12.4	17.9	22.8	25.6	30.2	32.7	35.5	37.0
Food Stores	5.2	6.6	7.8	8.8	9.9	10.4	10.6	10.7
Local Tran. & Gas	5.0	7.6	9.6	11.2	11.7	10.7	10.9	11.8
Arts, Ent. & Rec.	8.0	10.0	11.0	11.9	13.3	14.0	14.8	15.1
Retail Sales	10.4	11.9	13.2	14.3	15.8	16.4	17.1	17.3
Visitor Air Tran.	2.3	2.3	2.4	2.7	3.3	3.9	4.2	4.2
Total	49.8	67.3	83.1	93.5	106.8	112.8	120.0	123.4

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	7.0	10.8	14.2	15.9	17.1	18.8	20.4	22.0
Arts, Ent. & Rec.	3.3	4.1	4.2	4.2	4.5	4.5	4.8	6.5
Retail**	2.2	2.8	3.2	3.4	4.0	4.4	4.5	4.7
Ground Tran.	1.1	1.4	1.7	1.7	1.9	2.1	2.2	2.4
Other Travel*	0.8	0.9	1.3	1.4	2.4	2.6	3.4	3.8
Total	14.4	20.0	24.6	26.6	30.0	32.3	35.3	39.4

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	410	600	610	640	650	700	730	730
Arts, Ent. & Rec.	280	270	340	310	330	310	330	490
Retail**	130	140	140	140	160	180	180	190
Ground Tran.	50	60	60	60	60	60	60	60
Other Travel*	40	40	60	60	70	70	50	50
Total	910	1,120	1,200	1,210	1,280	1,320	1,360	1,530

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	1.3	1.9	2.5	2.9	3.4	3.7	4.0	4.1
Visitor	0.7	1.1	1.5	1.8	2.1	2.4	2.6	2.6
Business or Employee	0.6	0.8	1.0	1.1	1.2	1.3	1.4	1.4
State Tax Receipts	3.2	4.4	5.4	5.9	6.7	7.2	7.9	8.1
Visitor	2.3	3.2	4.0	4.3	4.9	5.2	5.7	5.9
Business or Employee	0.9	1.2	1.5	1.6	1.8	2.0	2.2	2.2
Total Local & State Receipts	4.5	6.3	7.9	8.8	10.0	10.8	11.9	12.2

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Walla Walla County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	26.3	30.6	35.1	38.2	41.4	42.6	43.6
All Overnight	14.3	15.7	17.6	18.9	19.6	19.9	20.3
Private Home	12.4	13.9	15.3	16.4	17.0	17.3	17.6
Other Overnight	1.9	1.8	2.3	2.5	2.6	2.6	2.7
Day Travel	12.0	14.9	17.4	19.3	21.8	22.7	23.3
Day Travel	12.0	14.9	17.4	19.3	21.8	22.7	23.3

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$363	\$714	\$157	\$307	2.3	2.0
Private Home	\$98	\$270	\$44	\$119	2.3	2.8
Other Overnight	\$141	\$418	\$51	\$152	2.8	3.0
All Overnight	\$230	\$531	\$100	\$228	2.3	2.3

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	454	485	493	196	209	213
Private Home	459	460	456	203	205	203
Other Overnight	52	53	53	19	19	19
All Overnight	965	998	1,003	418	433	435

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	232	248	252	100	106	108
Private Home	168	169	167	74	74	74
Other Overnight	17	18	18	6	6	7
All Overnight	418	434	437	180	187	188

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Whatcom County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$92,934
Employee Earnings generated by \$100 Visitor Spending	\$25
Local Tax Revenues generated by \$100 Visitor Spending	\$2.96

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$18,269
Additional employment if each resident household encouraged one additional overnight visitor	197

Visitor Shares

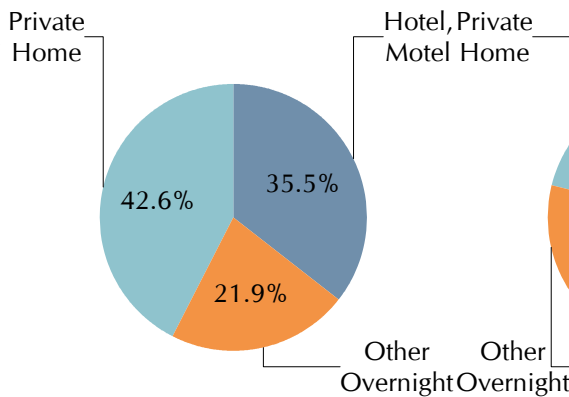
Travel Share of Total Employment (2016)*	5.6 %
Visitor Share of Taxable Sales (2016)**	9.7 %
Overnight Visitor Share (2017p)***	4.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

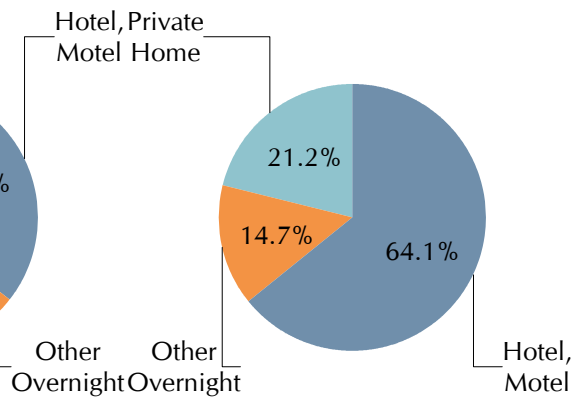
Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.

Person Nights



as a percent of total

Spending



as a percent of total

	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	724.1	1,416.4	216.1
Private Home	624.3	1,702.0	71.5
Other Overnight	285.1	875.6	49.7
All Overnight	1,633.5	3,994.0	337.3

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Whatcom County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	470.8	578.3	586.0	583.0	608.1	647.7	6.5%	4.7%
Other	70.9	110.7	98.5	77.5	77.7	76.5	-1.5%	1.1%
Visitor	399.9	467.6	487.5	505.5	530.4	571.2	7.7%	5.2%
Non-transportation	343.3	396.2	415.2	439.5	464.7	501.1	7.8%	5.6%
Transportation	56.6	71.4	72.3	66.0	65.7	70.1	6.7%	3.1%
Earnings								
Earnings (Current \$)	110.8	125.4	138.0	144.2	154.1	159.8	3.7%	5.4%
Employment								
Employment	5,630	6,120	6,480	6,560	6,880	6,490	-5.8%	2.1%
Tax Revenue								
Total (Current \$)	37.7	42.7	45.3	47.9	51.7	54.3	5.0%	5.4%
Local Tax Receipts	11.8	13.4	14.6	15.4	16.5	16.9	2.6%	5.3%
Visitor	7.0	8.1	8.7	9.3	9.8	10.6	8.1%	6.1%
Business or Employee	4.8	5.3	5.9	6.1	6.6	6.3	-5.6%	3.9%
State Tax Receipts	25.9	29.3	30.7	32.5	35.3	37.5	6.2%	5.4%
Visitor	19.6	22.2	22.9	24.3	26.2	28.5	9.0%	5.5%
Business or Employee	6.3	7.1	7.8	8.3	9.1	8.9	-2.1%	5.0%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Whatcom County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	289.5	356.1	399.9	467.6	487.5	505.5	530.4	571.2
Other Travel*	23.3	33.4	70.9	110.7	98.5	77.5	77.7	76.5
Total	312.8	389.5	470.8	578.3	586.0	583.0	608.1	647.7

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	35.5	46.3	52.2	59.9	65.4	70.8	75.7	83.8
Food Service	71.9	92.9	107.8	127.2	135.1	144.8	156.5	172.1
Food Stores	41.5	51.8	59.5	69.5	73.2	76.8	78.7	82.0
Local Tran. & Gas	27.1	40.0	48.2	59.1	56.5	50.8	51.4	59.0
Arts, Ent. & Rec.	41.4	48.0	49.3	55.6	56.8	59.4	62.8	67.1
Retail Sales	67.6	71.9	74.4	84.0	84.7	87.6	91.0	96.0
Visitor Air Tran.	4.5	5.2	8.4	12.3	15.8	15.2	14.3	11.1
Total	289.5	356.1	399.9	467.6	487.5	505.5	530.4	571.2

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	36.3	47.6	51.0	56.3	66.8	70.6	76.1	78.8
Arts, Ent. & Rec.	23.2	26.1	25.2	29.2	27.7	26.6	28.2	25.9
Retail**	14.7	17.6	19.0	21.4	23.0	24.7	25.5	27.8
Ground Tran.	5.2	6.8	7.6	8.2	8.6	9.2	9.8	11.0
Other Travel*	2.8	2.8	8.1	10.2	11.8	13.1	14.6	16.3
Total	82.2	100.8	110.8	125.4	138.0	144.2	154.1	159.8

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	2,240	2,670	2,380	2,420	2,820	2,840	3,030	2,930
Arts, Ent. & Rec.	2,160	2,260	2,000	2,320	2,230	2,240	2,320	1,940
Retail**	750	810	790	870	900	930	940	980
Ground Tran.	240	290	270	280	280	290	280	300
Other Travel*	140	120	200	220	240	260	320	340
Total	5,540	6,150	5,630	6,120	6,480	6,560	6,880	6,490

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	7.0	10.2	11.8	13.4	14.6	15.4	16.5	16.9
Visitor	3.8	6.0	7.0	8.1	8.7	9.3	9.8	10.6
Business or Employee	3.2	4.2	4.8	5.3	5.9	6.1	6.6	6.3
State Tax Receipts	19.3	23.4	25.9	29.3	30.7	32.5	35.3	37.5
Visitor	14.3	17.6	19.6	22.2	22.9	24.3	26.2	28.5
Business or Employee	5.0	5.9	6.3	7.1	7.8	8.3	9.1	8.9
Total Local & State Receipts	26.3	33.6	37.7	42.7	45.3	47.9	51.7	54.3

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Whatcom County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	191.6	231.3	265.7	301.6	317.1	328.9	348.4
All Overnight	65.9	78.8	93.3	102.9	107.4	110.6	115.1
Private Home	36.8	44.5	53.5	58.6	60.8	62.7	65.4
Other Overnight	29.2	34.3	39.7	44.4	46.6	47.9	49.7
Day Travel	125.7	152.4	172.5	198.6	209.7	218.3	233.3
Day Travel	125.7	152.4	172.5	198.6	209.7	218.3	233.3

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$352	\$693	\$153	\$298	2.3	2.0
Private Home	\$95	\$261	\$42	\$115	2.3	2.8
Other Overnight	\$152	\$468	\$57	\$174	2.7	3.1
All Overnight	\$199	\$487	\$84	\$207	2.4	2.5

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,183	1,267	1,416	519	554	614
Private Home	1,618	1,655	1,702	727	743	756
Other Overnight	844	863	876	316	323	327
All Overnight	3,645	3,785	3,994	1,561	1,620	1,697

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	605	648	724	263	281	312
Private Home	593	607	624	262	268	274
Other Overnight	275	281	285	102	105	106
All Overnight	1,473	1,536	1,634	627	654	692

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Whitman County

County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$91,137
Employee Earnings generated by \$100 Visitor Spending	\$25
Local Tax Revenues generated by \$100 Visitor Spending	\$2.70

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$2,821
Additional employment if each resident household encouraged one additional overnight visitor	31

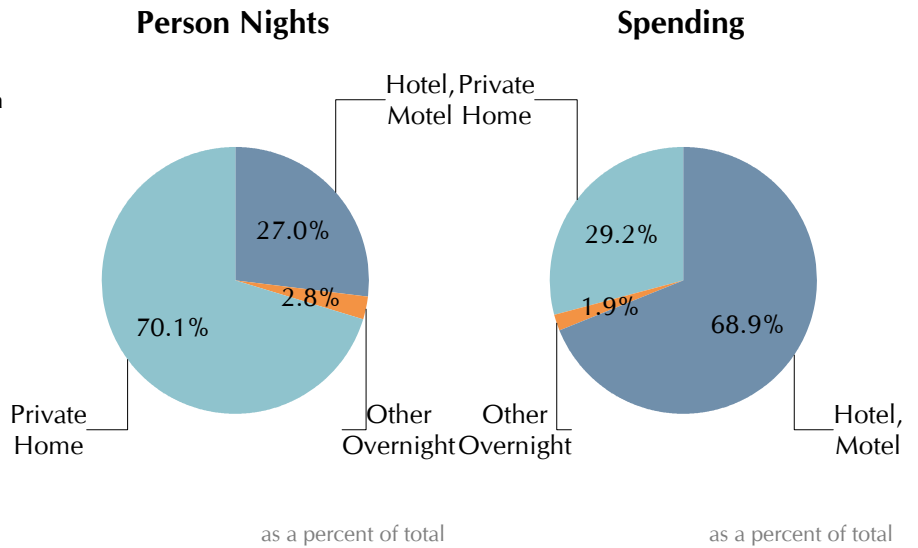
Visitor Shares

Travel Share of Total Employment (2016)*	4.6 %
Visitor Share of Taxable Sales (2016)**	9.6 %
Overnight Visitor Share (2017p)***	6.5 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	201.1	315.5	60.2
Private Home	379.6	819.4	25.5
Other Overnight	11.8	33.3	1.7
All Overnight	592.6	1,168.2	87.4

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Whitman County Direct Travel Impacts, 2010-2017p

							Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17
Total (Current \$)	74.5	85.2	95.4	103.0	107.8	118.7	10.1%	6.9%
Other	8.3	10.3	10.4	10.1	11.3	12.2	8.2%	5.7%
Visitor	66.1	74.8	85.0	92.9	96.5	106.5	10.3%	7.0%
Non-transportation	56.2	62.7	72.4	80.5	83.3	92.3	10.8%	7.3%
Transportation	9.9	12.1	12.6	12.4	13.3	14.2	7.3%	5.2%
Earnings								
Earnings (Current \$)	19.3	21.1	24.0	26.0	28.6	31.2	9.4%	7.1%
Employment								
Employment	1,050	1,080	1,100	1,220	1,190	1,220	2.3%	2.2%
Tax Revenue								
Total (Current \$)	6.3	6.9	7.9	8.7	9.4	10.1	8.4%	7.1%
Local Tax Receipts	1.7	1.9	2.3	2.5	2.7	2.9	7.0%	7.6%
Visitor	1.0	1.1	1.3	1.5	1.6	1.8	12.4%	9.1%
Business or Employee	0.8	0.8	0.9	1.0	1.1	1.1	-0.4%	5.6%
State Tax Receipts	4.6	5.0	5.6	6.2	6.7	7.3	8.9%	6.9%
Visitor	3.4	3.7	4.2	4.6	4.9	5.4	11.4%	6.9%
Business or Employee	1.2	1.2	1.4	1.6	1.8	1.8	2.3%	6.7%

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way fares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Whitman County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	51.6	56.6	66.1	74.8	85.0	92.9	96.5	106.5
Other Travel*	5.3	6.3	8.3	10.3	10.4	10.1	11.3	12.2
Total	56.9	62.9	74.5	85.2	95.4	103.0	107.8	118.7

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	6.2	6.7	8.5	10.0	12.9	15.3	16.0	18.3
Food Service	15.3	18.0	21.4	24.1	28.2	31.6	33.2	37.4
Food Stores	5.7	6.2	7.4	8.2	9.0	9.6	9.6	10.0
Local Tran. & Gas	4.2	5.7	7.1	8.3	8.3	7.4	7.2	8.3
Arts, Ent. & Rec.	7.8	8.2	8.6	9.3	10.3	11.2	11.5	12.6
Retail Sales	10.1	9.7	10.3	11.1	12.0	12.8	13.0	13.9
Visitor Air Tran.	2.5	2.2	2.9	3.8	4.3	5.0	6.1	5.9
Total	51.6	56.6	66.1	74.8	85.0	92.9	96.5	106.5

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	8.6	9.9	11.7	12.6	14.1	14.8	15.6	17.0
Arts, Ent. & Rec.	3.7	3.8	3.7	4.4	3.9	4.5	4.7	4.8
Retail**	2.1	2.3	2.5	2.7	3.1	3.5	3.5	3.8
Ground Tran.	0.7	0.8	0.9	0.9	1.0	1.1	1.1	1.3
Other Travel*	0.3	0.4	0.4	0.4	1.8	2.1	3.7	4.3
Total	15.4	17.1	19.3	21.1	24.0	26.0	28.6	31.2

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	640	650	640	640	660	700	690	690
Arts, Ent. & Rec.	480	290	230	270	230	290	270	270
Retail**	150	140	130	130	150	160	150	170
Ground Tran.	30	30	30	30	30	30	30	30
Other Travel*	20	20	20	10	30	30	40	50
Total	1,320	1,130	1,050	1,080	1,100	1,220	1,190	1,220

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	1.1	1.4	1.7	1.9	2.3	2.5	2.7	2.9
Visitor	0.5	0.8	1.0	1.1	1.3	1.5	1.6	1.8
Business or Employee	0.6	0.6	0.8	0.8	0.9	1.0	1.1	1.1
State Tax Receipts	3.6	4.0	4.6	5.0	5.6	6.2	6.7	7.3
Visitor	2.6	2.9	3.4	3.7	4.2	4.6	4.9	5.4
Business or Employee	0.9	1.1	1.2	1.2	1.4	1.6	1.8	1.8
Total Local & State Receipts	4.7	5.4	6.3	6.9	7.9	8.7	9.4	10.1

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Whitman County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	26.7	28.9	34.3	37.2	40.1	40.4	42.8
All Overnight	15.4	16.6	20.0	21.6	22.7	22.8	24.0
Private Home	13.6	15.5	18.6	20.1	21.2	21.2	22.3
Other Overnight	1.8	1.1	1.4	1.5	1.6	1.6	1.7
Day Travel	11.3	12.3	14.3	15.6	17.4	17.5	18.8
Day Travel	11.3	12.3	14.3	15.6	17.4	17.5	18.8

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$450	\$726	\$191	\$299	2.4	1.6
Private Home	\$74	\$162	\$31	\$67	2.4	2.2
Other Overnight	\$139	\$392	\$50	\$140	2.8	2.8
All Overnight	\$178	\$357	\$75	\$147	2.4	2.0

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	271	276	315	115	118	134
Private Home	804	800	819	337	336	344
Other Overnight	32	33	33	12	12	12
All Overnight	1,108	1,108	1,168	463	466	490

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	173	176	201	71	73	83
Private Home	373	370	380	154	154	157
Other Overnight	11	12	12	4	4	4
All Overnight	557	558	593	230	231	244

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

Yakima County County Travel Impacts and Visitor Volume

Visitor Spending Impacts

Amount of Visitor Spending that supports 1 Job	\$99,147
Employee Earnings generated by \$100 Visitor Spending	\$29
Local Tax Revenues generated by \$100 Visitor Spending	\$3.32

Visitor Volume

Additional visitor spending if each resident household encouraged one additional overnight visitor (in thousands)	\$14,418
Additional employment if each resident household encouraged one additional overnight visitor	145

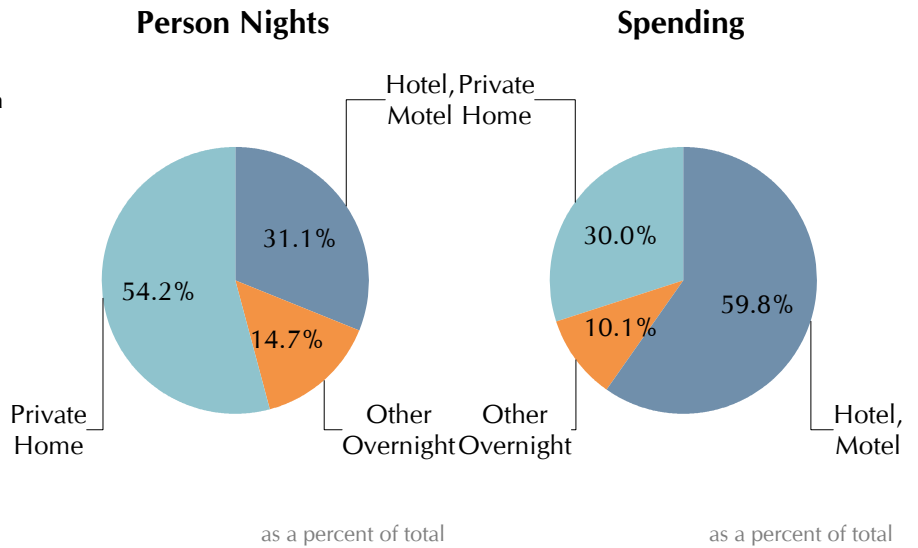
Visitor Shares

Travel Share of Total Employment (2016)*	2.8 %
Visitor Share of Taxable Sales (2016)**	6.5 %
Overnight Visitor Share (2017p)***	3.9 %

Overnight Visitor Spending and Volume

*Source: Bureau of Economic Analysis and Bureau of Labor Statistics. Estimates by Dean Runyan Associates.
 **Annual Overnight Visitor Days divided by (Resident Population) *365.

Visitors who stay in private homes typically comprise the largest share of overnight visitor volume. Visitors who stay overnight in commercial lodging typically have the greatest economic impact. There is substantial variation among destinations, however. Most rural and suburban areas have high shares of private home visitation. Urban areas tend to have greater shares of hotel/motel stays.



	Person Trips (Thousands)	Person Nights (Thousands)	Visitor Spending (\$Millions)
Hotel, Motel	561.1	1,097.5	149.7
Private Home	701.5	1,912.4	75.2
Other Overnight	176.3	517.1	25.4
All Overnight	1,438.9	3,526.9	250.2

Note: Person Trips and Person Nights are in Thousands. Visitor Spending is in \$Millions. Details may not round to total due to rounding

Yakima County Direct Travel Impacts, 2010-2017p

								Ave. Annual Chg.	
Spending	2010	2012	2014	2015	2016	2017	16-17	10-17	
Total (Current \$)	338.6	349.7	369.0	375.2	381.9	409.5	7.2%	2.8%	
Other	36.2	40.4	37.7	32.2	32.8	36.6	11.8%	0.2%	
Visitor	302.4	309.3	331.3	342.9	349.1	372.8	6.8%	3.0%	
Non-transportation	256.2	260.3	282.3	298.0	304.7	322.8	6.0%	3.4%	
Transportation	46.2	49.0	49.0	44.9	44.5	50.1	12.6%	1.2%	
Earnings									
Earnings (Current \$)	83.6	85.8	91.1	98.2	102.2	112.5	10.0%	4.3%	
Employment									
Employment	3,600	3,520	3,580	3,760	3,740	3,840	2.9%	0.9%	
Tax Revenue									
Total (Current \$)	29.5	29.9	32.1	34.0	35.7	37.6	5.3%	3.5%	
Local Tax Receipts	9.5	9.9	10.8	11.5	11.9	12.4	3.9%	3.8%	
Visitor	6.0	6.3	7.0	7.4	7.6	8.0	6.0%	4.3%	
Business or Employee	3.6	3.6	3.8	4.1	4.3	4.3	0.1%	2.9%	
State Tax Receipts	20.0	20.0	21.3	22.6	23.8	25.2	6.0%	3.4%	
Visitor	15.1	15.1	16.0	16.9	17.7	19.0	7.4%	3.3%	
Business or Employee	4.8	4.9	5.2	5.7	6.1	6.2	1.8%	3.6%	

Other spending includes resident air travel, travel arrangement and reservation services, and convention and trade show organizers. **Non-transportation visitor spending** includes accommodations, food services, retail, food stores, and arts, entertainment & recreation. **Visitor transportation spending** includes private auto, auto rental, other local ground transportation and one-way airfares.

Earnings include wages & salaries, earned benefits and proprietor income.

Employment includes all full- and part-time employment of payroll employees and proprietors.

Local tax revenue includes lodging taxes, sales taxes, auto rental taxes and airport passenger facility charges paid by visitors, and the property tax payments and sales tax payments attributable to the travel industry income of employees and businesses.

State tax revenue includes lodging, sales and motor fuel tax payments of visitors, and the income tax and sales tax payments attributable to the travel industry income of businesses and employees.

Federal tax revenue includes motor fuel excise taxes and airline ticket taxes paid by visitors, and the payroll and income taxes attributable to the travel industry income of employees and businesses.

Yakima County

Travel Impacts, 2000-2017p

Total Direct Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Destination Spending	233.9	255.1	302.4	309.3	331.3	342.9	349.1	372.8
Other Travel*	27.6	30.0	36.2	40.4	37.7	32.2	32.8	36.6
Total	261.5	285.1	338.6	349.7	369.0	375.2	381.9	409.5

Visitor Spending By Commodity Purchased (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accommodations	27.6	30.1	39.2	39.2	44.6	47.7	50.2	53.9
Food Service	57.8	66.2	81.5	83.8	92.7	99.4	103.1	111.6
Food Stores	31.4	34.9	41.8	43.8	47.1	49.3	49.0	50.4
Local Tran. & Gas	24.9	32.4	41.0	44.4	43.9	39.7	38.9	43.9
Arts, Ent. & Rec.	35.7	37.0	40.0	39.8	42.0	43.8	44.5	46.9
Retail Sales	52.2	49.5	53.7	53.7	55.9	57.8	57.8	60.1
Visitor Air Tran.	4.4	4.9	5.2	4.6	5.1	5.2	5.5	6.2
Total	233.9	255.1	302.4	309.3	331.3	342.9	349.1	372.8

Industry Earnings Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	33.8	38.5	46.8	49.5	48.7	53.1	55.3	61.7
Arts, Ent. & Rec.	13.1	13.1	13.3	13.3	16.2	17.0	17.3	18.2
Retail**	11.5	12.4	13.9	14.0	15.5	16.6	16.5	17.8
Ground Tran.	5.1	5.9	6.9	6.7	7.2	7.7	7.8	8.7
Other Travel*	4.6	2.5	2.6	2.4	3.6	3.8	5.3	6.1
Total	68.1	72.4	83.6	85.8	91.1	98.2	102.2	112.5

Industry Employment Generated by Travel Spending (Jobs)

	2000	2005	2010	2012	2014	2015	2016	2017
Accom. & Food Serv.	2,020	1,840	1,940	1,970	1,930	2,050	2,060	2,110
Arts, Ent. & Rec.	850	900	770	710	750	780	780	810
Retail**	610	560	570	540	580	610	590	610
Ground Tran.	240	260	250	230	240	240	230	240
Other Travel*	250	90	70	60	80	80	80	80
Total	3,970	3,650	3,600	3,520	3,580	3,760	3,740	3,840

Tax Receipts Generated by Travel Spending (\$Million)

	2000	2005	2010	2012	2014	2015	2016	2017
Local Tax Receipts	6.4	7.8	9.5	9.9	10.8	11.5	11.9	12.4
Visitor	3.7	4.9	6.0	6.3	7.0	7.4	7.6	8.0
Business or Employee	2.7	3.0	3.6	3.6	3.8	4.1	4.3	4.3
State Tax Receipts	15.8	17.1	20.0	20.0	21.3	22.6	23.8	25.2
Visitor	11.7	12.9	15.1	15.1	16.0	16.9	17.7	19.0
Business or Employee	4.1	4.3	4.8	4.9	5.2	5.7	6.1	6.2
Total Local & State Receipts	22.2	25.0	29.5	29.9	32.1	34.0	35.7	37.6

Details may not add to total due to rounding. * Other Travel includes ground transportation and air travel impacts for travel to other Washington visitor destinations and travel arrangement services. ** Retail includes gasoline. Federal tax receipts not included.

Yakima County Visitor Spending and Visitor Volume

Visitor Spending by Type of Traveler Accommodation (\$Million), 2000-2017p

	2000	2005	2010	2012	2015	2016	2017
Total Destination Spending	146.6	160.7	189.6	196.9	207.8	209.1	219.5
All Overnight	65.9	72.6	86.4	89.9	92.6	93.2	97.2
Private Home	47.9	54.4	63.6	66.6	68.7	68.7	71.8
Other Overnight	18.0	18.2	22.8	23.4	23.9	24.5	25.4
Day Travel	80.7	88.1	103.2	107.0	115.2	115.9	122.3
Day Travel	80.7	88.1	103.2	107.0	115.2	115.9	122.3

Average Expenditures for Overnight Visitors, 2017p

	Travel Party		Person		Party Size	Length of Stay (Nights)
	Day	Trip	Day	Trip		
Hotel, Motel, STVR*	\$319	\$625	\$136	\$267	2.3	2.0
Private Home	\$91	\$248	\$39	\$107	2.3	2.7
Other Overnight	\$136	\$400	\$49	\$144	2.8	2.9
All Overnight	\$168	\$413	\$71	\$174	2.4	2.5

Overnight Visitor Volume, 2015-2017p

	Person-Nights (000)			Party-Nights (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	1,008	1,019	1,097	431	437	470
Private Home	1,894	1,878	1,912	820	814	830
Other Overnight	500	512	517	180	184	186
All Overnight	3,402	3,409	3,527	1,432	1,435	1,486

	Person-Trips (000)			Party-Trips (000)		
	2015	2016	2017	2015	2016	2017
Hotel, Motel, STVR*	515	521	561	220	223	240
Private Home	695	689	701	300	298	303
Other Overnight	170	175	176	61	63	63
All Overnight	1,381	1,385	1,439	581	583	606

"Hotel, Motel, STVR*" category includes all lodging where a lodging tax is collected except campgrounds. "Other Overnight" category includes campgrounds and vacation homes.

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APPENDICES

Appendix A	2017 Travel Impact Estimates
Appendix B	Key Terms and Definitions
Appendix C	Regional Travel Impact Model
Appendix D	Travel Industry Accounts
Appendix E	California Earnings and Employment by Industry Sector
Appendix F	Industry Groups

2017 TRAVEL IMPACT ESTIMATES

This appendix provides a brief overview of the methodology, terminology and limitations of the travel impact and visitor volume estimates.

DIRECT IMPACTS

The estimates of the direct impacts associated with traveler spending in Washington were produced using the Regional Travel Impact Model (RTIM) developed by Dean Runyan Associates. The input data used to detail the economic impacts of the Washington travel industry were gathered from various local, state and federal sources.

Travel impacts consist of estimates of travel spending and the employment, earnings, and state and local taxes generated by this spending. These estimates are also broken out by type of traveler accommodation and by the type of business in which the expenditures occur.

PRELIMINARY ESTIMATES

Preliminary estimates for 2017 were prepared at the state, regional and county level. These estimates take advantage of the most current available data. However, because full-year data was not available in all cases, these estimates are subject to subsequent revision as additional information relating to travel and its economic impact in 2017 becomes available.

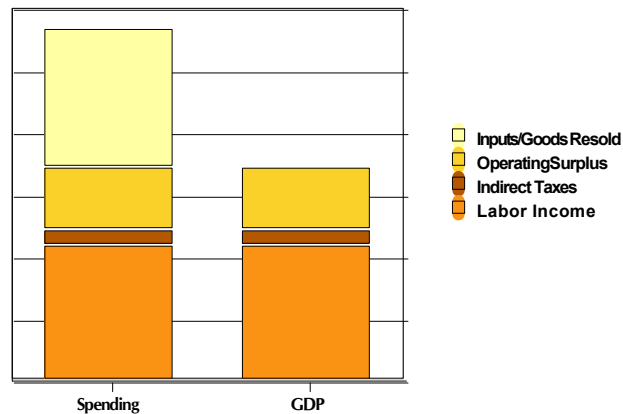
TRANSPORTATION IMPACTS

The treatment of ground transportation expenditures depends upon the level of geography (county, region or state). County and regional level estimates of destination spending include only a portion of ground transportation expenditures because some county and regional transportation expenditures are for travel to other Washington destinations. These expenditures are allocated to "other travel." State level estimates include all in-state expenditures for ground transportation.

GROSS DOMESTIC PRODUCT

An estimate of the Gross Domestic Product (GDP) of the Washington travel industry based on the RTIM direct travel impacts is also provided in this report. The GDP of an industry is equal to gross output (sales or receipts) minus intermediate inputs (the goods and services purchased from other industries). GDP is always less than output or sales because GDP measures only the “value added” of an industry and does not include the cost of the inputs that are also necessary to produce a good or service. GDP is a useful concept because it permits comparisons of the economic contributions of different industries. The relationship between spending and gross domestic product is illustrated in the figure below. Examples of inputs are the food or accounting services that restaurants purchase from suppliers. “Goods resold” are the commodities that retail establishments purchase from manufacturers or wholesale trade businesses and resell with a markup. These inputs or goods are not counted as the GDP of the restaurant or retail industry because their value was created in other industries

Relationship Between Spending and Gross Domestic Product



It is for this reason that “travel spending” - as measured from surveys of visitors - is not the best measure of the travel industry’s real economic contribution. This is because some visitor spending is actually counted as the GDP of other industries (e.g., agriculture, accounting, manufacturing). Furthermore, these other industries may or may not be located within the geographic area of interest. If the farm were located within the region of interest, then the GDP of

the local farm would be included as an indirect or secondary effect. If not (e.g., a manufacturing firm in another state or country), then that portion of GDP is not counted.

The preceding graph also shows the three main components of GDP. For most industries, labor income (essentially equivalent to earnings in this report) is the primary component of GDP. This is true of the travel industry. A second component is the tax payments that businesses make to government, such as sales, excise and property taxes. In the case of excise taxes, businesses are essentially a collection agency for the government. The final component, operating surplus, represents the income and payments (e.g., dividends, interest) to other stakeholders of the firm.

The concept of GDP also illustrates that with small geographic units of analysis (e.g., counties), earnings, employment, and tax revenues are the best measures of the economic value of the travel industry to the local economy. Small area measures of GDP are less reliable and much of the operating surplus may leak out of the local economy anyway. Indirect effects are also generally less in smaller economies.

INTERPRETATION OF IMPACT ESTIMATES

Users of this report should be aware of several issues regarding the interpretation of the impact estimates contained herein:

- The estimates contained in this report are based on the most current data available and supersede all previous estimates of travel impacts.
- The estimates in this report are expressed in *current* dollars unless otherwise noted.
- The employment estimates in this report are estimates of the total number of full and part-time jobs directly generated by travel spending, rather than the number of individuals employed. Both payroll and self-employment are included in these estimates. Caution should therefore be used in comparing these estimates with other employment data series.
- In general, estimates of small geographic areas (e.g., rural counties) are less reliable than estimates for regions or metropolitan counties. Trend analysis and comparisons of counties with relatively low levels of travel related economic activity should therefore be interpreted cautiously.
- The estimates of travel impacts published in this report will necessarily differ somewhat from estimates generated from different models, methodologies and data sources. Nonetheless, it should be emphasized that all credible estimates of direct travel impacts at the state level, including those of Dean Runyan Associates, are of similar magnitude.

DEFINITION OF TERMS

Commodity: A classification of a product or service, such as lodging or food service. An establishment or industry may produce more than one commodity.

Direct Impacts: Employment, earnings and tax receipts *directly* generated by travel spending, as distinguished from secondary and total impacts.

Earnings: Earnings include wage and salary disbursements, other earned income or benefits, and proprietor income. Only the earnings attributable to travel expenditures are included.

Employment: Industry employment (jobs) associated with travel-generated *earnings*. Includes both full-time and part-time positions, and salaried or self-employed individuals. Employment is reported as an average for a time period, typically annual. (Unless otherwise noted, the employment estimates refer to establishment or industry employment at place of work, not the employment status or residence of the individual.)

Federal Taxes: Federal taxes include the motor fuel excise tax, airline ticket taxes, and personal income and payroll taxes.

Industry: A classification of business or government establishments based on their primary technological process. (See NAICS Appendix table.)

Local Taxes: Lodging and sales taxes imposed by cities, counties and other regional tax jurisdictions in Washington. These taxes are levied on sales to visitors and the spending of employees attributable to travel industry earnings. Passenger Facility Charges attributable to visitors (a fee imposed on airline tickets) are included in counties with airports. Property tax payments attributable to travel industry businesses and employees are also included.

Other spending: Other spending includes spending by residents on ground and air transportation for travel to other destinations, spending on travel arrangement services, and convention/ trade shows.

Private Home: Unpaid overnight accommodations of friends and relatives.

Receipts: Travel expenditures less the sales and excise taxes paid by the consumer.

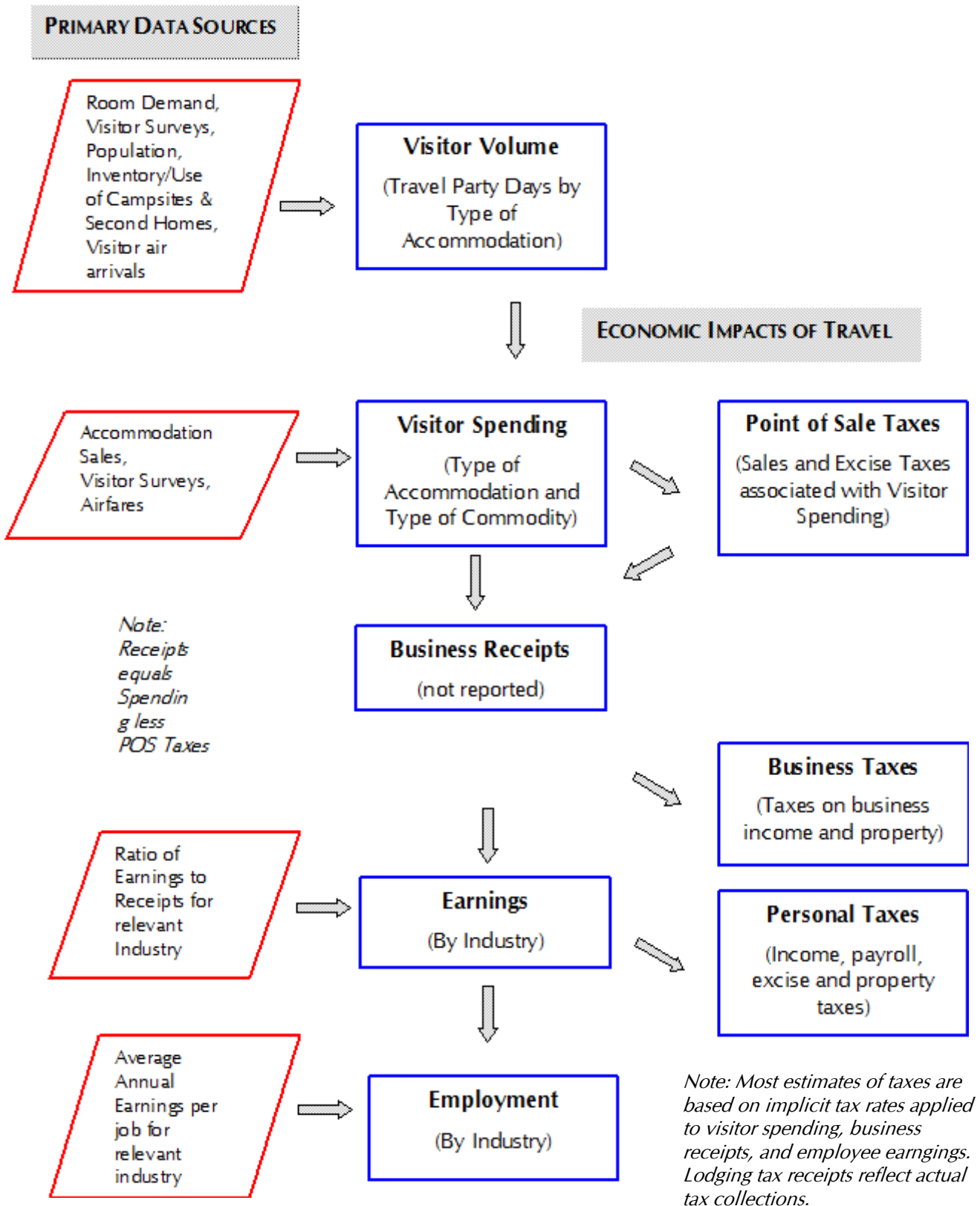
State Taxes: Sales, motor fuel, and business taxes imposed by the state of Washington. These taxes are levied on sales to visitors and the spending of employees attributable to travel industry earnings.

Total Impacts: The sum of *Direct* and *Secondary* impacts.

Travel spending: The sum of visitor and other spending related to travel.

Visitor spending: All spending on goods & services by visitors at the destination. Also referred to as destination spending.

REGIONAL TRAVEL IMPACT MODEL



TRAVEL INDUSTRY ACCOUNTS: A COMPARISON OF THE REGIONAL TRAVEL IMPACT MODEL AND TRAVEL & TOURISM SATELLITE ACCOUNTS

An economic account is a method for displaying inter-related information about a set of economic activities. A travel industry account is a method to report different types of related information about the purchase of goods and services by visitors. The Bureau of Economic Analysis (BEA), which now provides annual and quarterly estimates of travel and tourism at the national level, describes a Travel and Tourism Satellite Account (TTSA) as “present(ing) a rearrangement of information from the National Income and Product Accounts, from the industry accounts, and from other sources so that travel and tourism activities can be analyzed more completely than is possible in the structure of the traditional national economic accounts.”[1] Similarly, the RTIM has been developed by Dean Runyan Associates to estimate travel spending, earnings, employment, and tax receipts at the state, county, and regional levels. These initial findings can, in turn, be used as input data for deriving estimates of other economic measures, such as value-added and indirect effects.

This appendix provides an overview of the Regional Travel Impact Model (RTIM) and travel and tourism satellite accounts (TTSA). Although there is no single or absolute form of a TTSA, the one developed by the Bureau of Economic Analysis (BEA) will be the basis of the analysis here. The definitions, framework, and estimating methods used for the U.S. BEA TTSA follow, as closely as is practicable, the guidelines for similar travel satellite accounts that were developed by the World Tourism Organization (WTO) and the Organization for Economic Co-operation and Development (OECD).

The primary focus is on the direct impacts of visitor spending. Visitors are defined as persons that stay overnight away from home, or travel more than fifty miles one-way on a non-routine trip. Only the expenditures related to specific trips are counted as visitor spending. Other travel related expenditures such as the consumption of durable goods (e.g., recreational vehicles or sporting equipment) or the purchase of vacation homes are not considered.

While such a definition of the travel industry (i.e., the trip related expenditures of visitors) is conservative, it is also in keeping with the notion of the travel industry as being an export-oriented industry for specific local communities. That is, visitors are important to regions because they inject money into the local economy. This focus on the export-oriented nature of the travel industry for local communities becomes blurred if the industry is defined so as to include non-trip related expenditures.

[1] Peter D. Kuhbach, Mark A. Planting, and Erich H. Strassner, “U.S. Travel and Tourism Satellite Accounts for 1998-2003,” *Survey of Current Business* 84 (September 2004): 43-59.

PRIMARY CONCEPTS, CATEGORIES & DATA REQUIREMENTS

There are three primary types of information that are measured and/or estimated in a travel industry account. The first is a measure of the **travel industry** in terms of both the characteristics of the business firms that sell travel goods and services and the characteristics of consumers that purchase travel industry goods and services. The second is a measure of the **demand segments** that consume travel industry goods and services. For example, the distinction between business and leisure travel is a measure of demand segments. The third is a measure of the **components of economic output** associated with the travel industry. The employee earnings generated by visitor spending is one such component. Travel-generated tax receipts are another. These three categories of information represent different aspects of the accounting ledger - they represent different ways of viewing or analyzing the travel industry.

The bulk of this paper will discuss these three types of information in terms of their conceptual foundations, the data requirements, and some of the more salient issues that users of this information should be aware of. There will also be some discussion of **indirect and induced effects** in that these effects can be reasonably estimated from the direct travel industry accounts. These secondary (versus direct) effects describe the relationship of the travel industry to other sectors of the larger economy.

The intent of this discussion will be to provide a general overview of the process of constructing travel industry accounts and the underlying similarity between the RTIM and a TTSA. More technical issues are generally placed in footnotes.

TRAVEL INDUSTRY

Defining the travel industry is probably the most critical and data intensive effort involved in developing a travel industry account. It is an exercise in matching supply (sellers of goods and services) with demand (the travelers that purchase those particular goods and services). It is complicated by the fact that no single industrial classification scheme provides a valid measure of the travel industry.² There are only three significant industrial classifications (Accommodations [NAICS 721], Scheduled Passenger Air Transportation [NAICS 481111] and Travel Arrangement and Reservation Services [NAICS 5615]) that *primarily* sell travel industry goods and services.³ Firms in other industries (retail, recreation, transportation) provide goods and services to both travelers and other types of consumers.

Because of this, most satellite accounts, as well as the RTIM, incorporate at least some information about the expenditures of visitors in order to define the supply of

² The North American Industrial Classification System (NAICS) is the current standard in the United States.

³ Even these industries are not purely travel. For example, the accommodations industry provides services to local residents (food service and meeting rooms). Passenger airlines also ship cargo on the same planes that carry passengers. Fortunately, it is usually possible to make adjustments for these non-travel components through the use of additional data.

visitor industry firms. For example, if there is an estimate of visitor-days and an estimate of how much the average visitor spends on food services per day, then an estimate of visitor spending on food services can be calculated. In most cases, this will be only a fraction of all food service sales in that residents are a larger market for most restaurants.⁴

The industry sectors that are usually matched to visitor spending in this way are: accommodations (NAICS 721), food service (722), arts, entertainment and recreation (71), and retail trade (44-45). A portion of transportation business is also part of the travel industry for obvious reasons.

In the case of the transportation sector, the definition and measurement of the travel industry component is more complicated because most transportation spending by visitors involves travel to and from the destination, rather than travel at or within the destination market. This is not an issue if the geographic scope of the travel industry market includes the origin and destination of travel. National travel industry accounts thus include all domestic passenger air transportation in the travel industry. The issue is more complicated at the state or regional level, however.

Suppose, for example, that the focus of a travel industry account is the state of California. How should the purchase of a round trip airline ticket by a Chicago resident traveling to Phoenix be treated in that only some of the economic impact of this spending will occur in California? A reasonable approach would be to allocate only a portion of this spending (and related payroll, taxes, etc.) to California and ignore the remainder for the purpose of creating a travel industry account for California. However, if this procedure were followed for every state, the sum of the state accounts would be less than the national travel account. The state accounts would be additive if outbound air travel from each state were included. However, this is methodologically inconsistent with the construction of a national account, which does not include outbound travel as a component of domestic tourism demand. The approach used in the RTIM is to make a distinction between the *visitor industry*, that includes only visitor demand, and the *travel industry*, which includes visitor demand and that portion of outbound travel that can be attributed to the resident economy. For example, the passenger air transportation employment in California can be divided between three groups of travelers: inbound, outbound, and pass-through. Only that employment attributable to inbound travel is part of the California *visitor industry*. Employment attributable to outbound and pass-through travelers is included with the larger *travel industry*.⁵

⁴ The proportion can vary enormously among regions and localities, however. In many popular visitor destinations, the primary market for food service will be visitors. It should also be noted that even with reliable visitor survey data, there is still the issue of how to translate spending on food service *commodities* to the supply of food service by *industry*. As indicated in the footnote above, food service is also supplied by the accommodation industry.

⁵ The same issue arises with travel agencies and reservation services (NAICS 5615). Most of these services are probably related to outbound travel and are treated as such in the RTIM.

The following two tables display the specific industries that are included in the travel industry for the BEA's national TTSA and the RTIM. Although not identical, the industries are equivalent with only a few exceptions.⁶

**Bureau of Economic Analysis Tourism Industries
Distribution of Travel-Generated Compensation
in United States, 2007**

Accommodation & Food Services	38.1%
Traveler accommodations	21.5%
Food services and drinking places	16.6%
Transportation	23.3%
Air transportation	15.4%
Rail transportation	0.4%
Water transportation	1.2%
Interurban bus transportation	0.3%
Interurban charter bus transportation	0.2%
Urban transit systems & other tran.	1.7%
Taxi service	1.0%
Automotive equipment rental & leasing	2.0%
Automotive repair services	0.8%
Parking lots and garages	0.2%
Toll highways	0.1%
Recreation	11.2%
Scenic and sightseeing transportation	0.4%
Motion pictures and performing arts	1.1%
Spectator sports	2.3%
Participant sports	2.4%
Gambling	3.0%
All other recreation and entertainment	2.0%
Retail & Nondurable Goods Production	16.2%
Petroleum refineries	0.6%
Industries producing nondurable PCE commodities, excluding petroleum refineries	4.4%
Wholesale trade & tran. services	4.2%
Gasoline service stations	1.3%
Retail trade services, excluding gasoline service stations	5.8%
Travel Arrangement	7.3%
All other industries	2.2%
Total Tourism Compensation	100.0%

Source: Adapted from Eric S. Griffith and Steven L. Zemanek, "U.S. Travel and Tourism Satellite Accounts for 2005-2008," Survey of Current Business (June 2009): 37, table 6.

⁶ The major exception is that the BEA includes the production of consumer non-durables that are sold through retail outlets. This is not a major component and would be even less so at the level of the state.

RTIM Travel Impact Industries Matched to NAICS

Travel Impact Industry	NAICS Industry (code)
Accommodation & Food Services	Accommodation (721) Food Services and Drinking Places (722)
Arts, Entertainment & Recreation	Performing Arts, Spectator Sports (711) Museums (712) Amusement, Gambling (713) Scenic and Sightseeing Transportation (487)
Retail	Food & Beverage Stores (445) Gasoline Stations (447) Clothing and Clothing Accessories Stores (448) Sporting Goods, Hobby, Book, and Music Stores (451) General Merchandise Stores (452) Miscellaneous Store Retailers (453)
Ground Transportation	Interurban and rural bus transportation (4852) Taxi and Limousine Service (4853) Charter Bus Industry (4855) Passenger Car Rental (532111) Parking Lots and Garages (812930)
Air Transportation	Scheduled Air Passenger Transportation (481111) Support Activities for Air Transportation (4881)
Administrative/Support Services	Travel Arrangement and Reservation Services (5615) Convention and Trade Show Organizers (56192)

Source: Dean Runyan Associates

DEMAND SEGMENTS

The distinction between inbound and outbound travel has already been discussed in the previous section and in terms of the concepts of the *visitor industry* and the *travel industry*. Three other types of demand segments that are related exclusively to the *visitor industry* will be discussed here. The first two demand categories are reported by the BEA in their national TTSA. They are: ***leisure versus business travel***, and ***resident versus non-resident travel***. The third demand category is typically reported in the RTIM: ***type of traveler accommodation***. These three demand categories will be discussed in turn.

The distinction between ***leisure versus business travel*** is useful for several reasons. Economists like to distinguish between personal consumption expenditures on the one hand and business expenditures on the other. Indeed, this distinction is central for the National Income and Product Accounts (NIPAs). Those in the travel industry are more likely to be interested in this distinction because leisure travelers represent a more “marketable” segment because their travel choices are less determined by economic and business factors. Furthermore, business and leisure travelers tend to have different spending profiles. The availability of this information in either a state or regional TTSA or RTIM is essentially dependent on the availability of survey data (as it is at the national level). It should be noted, however, that such estimates are considerably less reliable for smaller geographic areas because of the limitations of survey data. Even at the state level, year-to-year changes in the composition of this demand segment should be interpreted in conjunction with other data.

The distinction between ***resident versus non-resident travel*** is fundamental to a national TTSA because it mirrors the distinction between the domestic economy and international transactions. Non-resident travel in the United States is considered an export in the official international transaction accounts.⁷ The distinction is obviously also important because it is based on different political, legal, and currency regimes - factors that in themselves influence travel behavior. At the level of the state or region, the distinction between resident and nonresident travel is less important, although it is often reported.⁸ There are at least two reasons why this distinction is less useful at state and regional levels.

First, there is considerably less of an economic rationale for distinguishing resident and non-resident travel at the level of the state, or any other political jurisdiction within the United States, than there is at the national level. States do not maintain interstate trade balance sheets that chart the flow of goods and services across state boundaries. From an economic point of view, the administration of the tax system is the primary, if only, reason for this distinction. In the case of travel and tourism,

⁷ Conversely, the spending of U.S. visitors in other countries is treated as an import in the international transaction accounts.

⁸ The issues discussed with regard to the reliability of survey data for leisure versus business travel also applies to this category

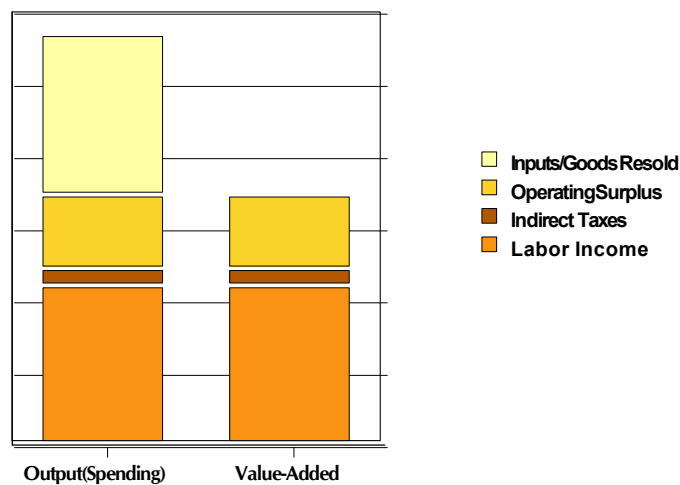
COMPONENTS OF INDUSTRY OUTPUT

Because both the RTIM and the TTSA are empirically linked to NAICS industry accounts, it is possible to provide estimates of different components of economic output. The major economic components most often estimated are:¹¹

- Travel spending (Gross Output)
- Value-added (Gross Product)
- Earnings (labor income)
- Indirect business taxes (sales, excise, property taxes & fees).

The relationship of these components is shown below. As indicated, the value-added of a particular industry (the bar on the right) is equal to gross output (travel spending) minus the intermediate inputs used by travel industry businesses to produce the good or service. Restaurants, for example, prepare and serve the food products that are purchased from suppliers. Airlines purchase or lease airplanes from other firms. These intermediate inputs are not counted as part of the value-added of the travel industry. They are counted as value-added in other industries (e.g., agriculture, aerospace manufacturing).

Components of Industry Output



The distinction between gross output and value-added is probably even more important at the state or regional level. This is because the intermediate inputs that are purchased from other industries are even more likely to be purchased from businesses located in different regions or states. For example, the economic impact

¹¹ There are some small differences between the BEA TTSA and the RTIM in what these components include. The BEA allocates proprietor income to Operating Surplus, the RTIM allocates it to Labor Income. The RTIM does not have an estimate of property taxes in indirect taxes. Overall, property taxes on businesses are a relatively small proportion of indirect taxes.

of air passenger travel in the state of Hawaii should not include the purchase of airplanes manufactured in other parts of the world. Travel industry value-added is a more meaningful measure of the true economic impact of visitor spending in Hawaii because a portion of the economic impact of visitor spending in the state will actually occur elsewhere.¹²

Value-added can also be viewed in terms of the distribution or payout of industry receipts, exclusive of those paid to other firms for intermediate inputs. Some of the receipts are distributed to labor as wages, benefits, and proprietor income. Some receipts are paid to government as indirect taxes. These taxes are called “indirect” because most of them are actually paid by consumers in the form of sales or excise taxes.¹³ The remainder leaves gross operating surplus. Out of gross operating surplus various payments are made in the form of dividends, interest, and other payments, or retained by the firm. The sum of these three broad categories of payments is equal to travel industry value-added. To summarize:

Value-added = Spending *less* intermediate goods & services, or

Value-added = Labor Income *plus* indirect business taxes *plus* gross operating surplus.

The RTIM is similar to the TTSA in that it also provides estimates of these components of economic output. Travel spending, earnings, and tax impacts are generally provided at the state or regional level. Value-added is generally reported at the state-level only (sometimes referred to as Travel Industry Gross State Product). At the level of the state, travel industry value-added or GSP is an important measure – more economically meaningful than travel spending.¹⁴ For smaller geographic areas, however, the rationale for reporting value-added is less clear. First, there are real data limitations and data costs in deriving these estimates.

Second, ***the most important components of value added for the travel industry are earnings and tax receipts***. Because the travel industry is relatively labor intensive and because a large proportion of travel industry goods and services are subject to excise and sales taxes, these two components of value-added (labor income and indirect taxes) are relatively high for the travel industry. The local effects of gross operating surplus are generally less important and certainly much more difficult to assess than are earnings and tax impacts. The relevance of earnings and tax receipts is also in keeping the export-oriented emphasis of the travel industry: earnings and tax receipts are more likely to stay in the local economy than is operating surplus.

¹² It should also be noted the value of the intermediate inputs used by travel industry firms will not necessarily disappear if the travel industry stops buying them. Aerospace firms will shift their production to other users (e.g., military). Agriculture will seek new markets for their products.

¹³ Other taxes included here are property taxes, business franchise taxes, and other fees. Income taxes are not included, because they are paid out of operating surplus.

¹⁴ It is also possible to compare different industries with respect to their value-added. It is more difficult and less useful to compare industries on the basis of sales.

INDIRECT, INDUCED AND SECONDARY EFFECTS

To this point, the discussion of travel industry accounts has referred only to the direct output components. That is, the ripple effects of the re-spending of travel industry receipts throughout the larger economy have not been analyzed. The structure of both the TTSA and the RTIM permit such analysis.

- **Indirect** effects refer to the intermediate inputs used to produce the final product or service, providing that those inputs are themselves produced within the designated geographic area.
- **Induced** effects refer to the purchase of goods and services by *employees* that are attributable to direct and indirect impacts. These induced impacts are derived from economic data that describe the purchasing patterns of households. For example, employees of all the designated export-oriented industries will spend their income on food, household durables, health care, and so on.
- The sum of indirect and induced impacts is sometimes referred to as the **secondary** effect. These secondary impacts may be as great or greater than the direct impact alone.
- The ratio of the total effects (direct plus either indirect, induced, or secondary) to the direct effects is the **multiplier**.

The BEA reports the **indirect** components of economic output. This is equivalent to domestic travel spending less the goods and services imported from abroad to meet domestic demand. For travel, these imports would include souvenirs manufactured in China and petroleum extracted in Saudi Arabia. The indirect output multiplier for 2002 was 1.76. The ratio of domestic travel spending to travel industry value-added was 1.88. The difference reflects the intermediate inputs for travel imported from abroad.

At the state level, these indirect output multipliers are typically lower because relatively more of the intermediate inputs are purchased from outside of the state. At the county or metropolitan level, the multipliers are generally even lower for the same reason. Furthermore, the estimates are usually less reliable because of the data limitations of the regional input-output model used to estimate the indirect effects.

The BEA does not report **induced** effects - the effect of household spending of the direct and indirect labor income. Typically, these induced effects will be larger than the indirect effects at the state or regional level, in part because they are based on both the direct and indirect components.¹⁵ As with indirect effects, the induced effects will also tend to be lower for smaller economic areas and the reliability of the estimates will be less.

¹⁵ The induced effects can be estimated with the Implan model maintained by the Minnesota Implan Group.

Secondary effects should be interpreted cautiously. These effects describe the relationship of economic transactions at a point in time. These relationships will not necessarily remain constant with a change in direct economic output. This is because all economic resources have alternative uses. Because of this, it is often difficult to determine the effect of an increase or decrease in visitor spending on the larger economic system over time.

THE REGIONAL TRAVEL IMPACT MODEL AND TRAVEL & TOURISM SATELLITE ACCOUNTS COMPARED

This appendix has provided an overview of Dean Runyan Associates RTIM and the Bureau of Economic Analysis' domestic TTSA. These travel industry accounts are similar in terms of how they define the travel industry and the measures of the industry that are reported. The differences stem largely from their different levels of analysis - the BEA provides estimates at the national level only, while the RTIM's are typically constructed on a state or regional level. Because of this geographic focus, the RTIM provides a distinction between the visitor industry and the travel industry. The RTIM also provides measures of all of the components of economic output and secondary effects at the state or large region level. At smaller units of analysis, however, the emphasis is on earnings and tax receipts generated by travel spending as these are the most reliable and meaningful measures of the economic impact of travel at the local level.

Washington Earnings and Employment by Industry Sector, 2016

Industry Sector	Earnings (\$Million)	Percent of Total	Employment (Thousand)	Percent of Total
Primarily Export-Oriented	34,680	12.4%	446	10.3%
Agriculture, Forestry, Fishing and related	6,544	2.3%	126	2.9%
Mining	455	0.2%	9	0.2%
Manufacturing	27,681	9.9%	311	7.2%
**Travel	6,980	2.5%	178	4.1%
Primarily Non Export-Oriented	135,828	48.5%	2,168	50.3%
Construction	18,202	6.5%	240	5.6%
Utilities	622	0.2%	5	0.1%
Wholesale trade	12,481	4.5%	154	3.6%
Retail trade	22,056	7.9%	449	10.4%
Real estate and rental and leasing	6,101	2.2%	200	4.6%
Management of companies and enterprises	5,457	1.9%	47	1.1%
Administrative and waste services	10,303	3.7%	208	4.8%
Other services, except public administration	8,943	3.2%	223	5.2%
Government and government enterprises	51,663	18.5%	641	14.9%
Mixed	109,401	39.1%	1,698	39.4%
Transportation and warehousing	9,243	3.3%	143	3.3%
Information	21,992	7.9%	132	3.1%
Finance and insurance	10,636	3.8%	162	3.7%
Professional and technical services	25,168	9.0%	318	7.4%
Educational services	2,520	0.9%	83	1.9%
Health care and social assistance	28,703	10.3%	465	10.8%
Leisure and Hospitality	11,139	4.0%	394	9.1%
Washington Total**	279,909	100.0%	4,311	100.0%

**Travel is not included in the sub and grand totals because it is also represented in other sectors (primarily leisure and hospitality, transportation, and retail trade).

Industry Groups

Accommodation & Food Services

Food services and drinking places
Hotels and motels, including casino hotels
Other accommodations

Arts, Entertainment & Recreation

Amusement parks, arcades, and gambling
industries Bowling centers
Fitness and recreational sports centers
Independent artists, writers, and performers
Museums, historical sites, zoos, and parks
Other amusement and recreation industries
Performing arts companies
Promoters of performing arts and sports and agents for public figures
Spectator sports companies

Construction

Construction of new nonresidential commercial and health care structures
Construction of new nonresidential manufacturing structures
Construction of new residential permanent site single- and multi-family structures
Construction of other new nonresidential structures
Construction of other new residential structures
Maintenance and repair construction of nonresidential structures
Maintenance and repair construction of residential structures

Education and Health Services

Child day care services
Community food, housing, and other relief services, including rehabilitation
services Home health care services
Individual and family services
Medical and diagnostic labs and outpatient and other ambulatory care services
Nursing and residential care facilities
Offices of physicians, dentists, and other health practitioners
Other private educational services
Private elementary and secondary schools
Private hospitals
Private junior colleges, colleges, universities, and professional schools

Financial Activities

Commercial and industrial machinery and equipment rental and leasing
Funds, trusts, and other financial vehicles
General and consumer goods rental except video tapes and
discs Imputed rental activity for owner-occupied dwellings
Insurance agencies, brokerages, and related
activities Insurance carriers
Lessors of nonfinancial intangible assets
Monetary authorities and depository credit intermediation activities
Nondepository credit intermediation and related activities
Real estate establishments
Securities, commodity contracts, investments, and related activities
Video tape and disc rental

Information

- Book publishers
- Cable and other subscription programming
- Data processing, hosting, ISP, web search portals and related services
- Directory, mailing list, and other publishers
- Internet publishing and broadcasting
- Motion picture and video industries
- Newspaper publishers
- Other information services
- Periodical publishers
- Radio and television broadcasting
- Software publishers
- Sound recording industries
- Telecommunications

Manufacturing & Utilities

(280 industries)

Natural Resources and Mining

- All other crop farming
- Animal production, except cattle and poultry and eggs
- Cattle ranching and farming
- Commercial Fishing
- Commercial hunting and trapping
- Commercial logging
- Cotton farming
- Dairy cattle and milk production
- Drilling oil and gas wells
- Extraction of oil and natural gas
- Forestry, forest products, and timber tract production
- Fruit farming
- Grain farming
- Greenhouse, nursery, and floriculture production
- Mining and quarrying other nonmetallic minerals
- Mining and quarrying sand, gravel, clay, and ceramic and refractory minerals
- Mining and quarrying stone
- Mining coal
- Mining copper, nickel, lead, and zinc
- Mining gold, silver, and other metal ore
- Mining iron ore
- Oilseed farming
- Poultry and egg production
- Sugarcane and sugar beet farming
- Support activities for agriculture and forestry
- Support activities for oil and gas operations
- Support activities for other mining
- Tobacco farming
- Tree nut farming
- Vegetable and melon farming

Other Services

- Automotive repair and maintenance, except car washes
- Car washes
- Civic, social, professional, and similar organizations
- Commercial and industrial machinery and equipment repair and maintenance
- Death care services
- Dry-cleaning and laundry services
- Electronic and precision equipment repair and maintenance
- Grantmaking, giving, and social advocacy organizations
- Other personal services
- Personal and household goods repair and maintenance
- Personal care services
- Private household operations
- Religious organizations

Professional and Business Services

- Accounting, tax preparation, bookkeeping, and payroll services
- Advertising and related services
- All other miscellaneous professional, scientific, and technical services
- Architectural, engineering, and related services
- Business support services
- Computer systems design services
- Custom computer programming services
- Employment services
- Environmental and other technical consulting services
- Facilities support services
- Investigation and security services
- Legal services
- Management of companies and enterprises
- Management, scientific, and technical consulting services
- Office administrative services
- Other computer related services, including facilities management
- Other support services
- Photographic services
- Scientific research and development services
- Services to buildings and dwellings
- Specialized design services
- Travel arrangement and reservation services
- Veterinary services
- Waste management and remediation services

Public Administration

- Federal electric utilities
- Other Federal Government enterprises
- Other state and local government enterprises
- State and local government electric utilities
- State and local government passenger transit
- US Postal Service

Trade

- Retail Nonstores - Direct and electronic sales
- Retail Stores - Building material and garden supply
- Retail Stores - Clothing and clothing accessories
- Retail Stores - Electronics and appliances
- Retail Stores - Food and beverage
- Retail Stores - Furniture and home furnishings
- Retail Stores - Gasoline stations
- Retail Stores - General merchandise
- Retail Stores - Health and personal care
- Retail Stores - Miscellaneous
- Retail Stores - Motor vehicle and parts
- Retail Stores - Sporting goods, hobby, book and music
- Wholesale trade businesses

Transport

- Automotive equipment rental and leasing
- Couriers and messengers
- Scenic and sightseeing transportation and support activities for transportation
- Transit and ground passenger transportation
- Transport by air
- Transport by pipeline
- Transport by rail
- Transport by truck
- Transport by water
- Warehousing and storage