

Destination Analysts is a market research company that offers businesses a **breadth of insights**, from the comprehensive understanding of target audiences and customer profile development, to ROI and economic analysis.

Clients seek us out for unique and more deeply thoughtful analysis, our actionable storytelling of data, high quality and defensible findings, and progressive and open approach to research methodologies.

# We Can Help You

- Visitor & Target Audience Profiles
- Brand Performance
- Visitor Activity Analysis & Segmentation
- Persona Research
- Resident + Stakeholder Research
- Diversity, Equity + Inclusion Initiatives
- Meetings & Convention Research
- Advertising Testing
- Grant Support

info@destinationanalysts.com

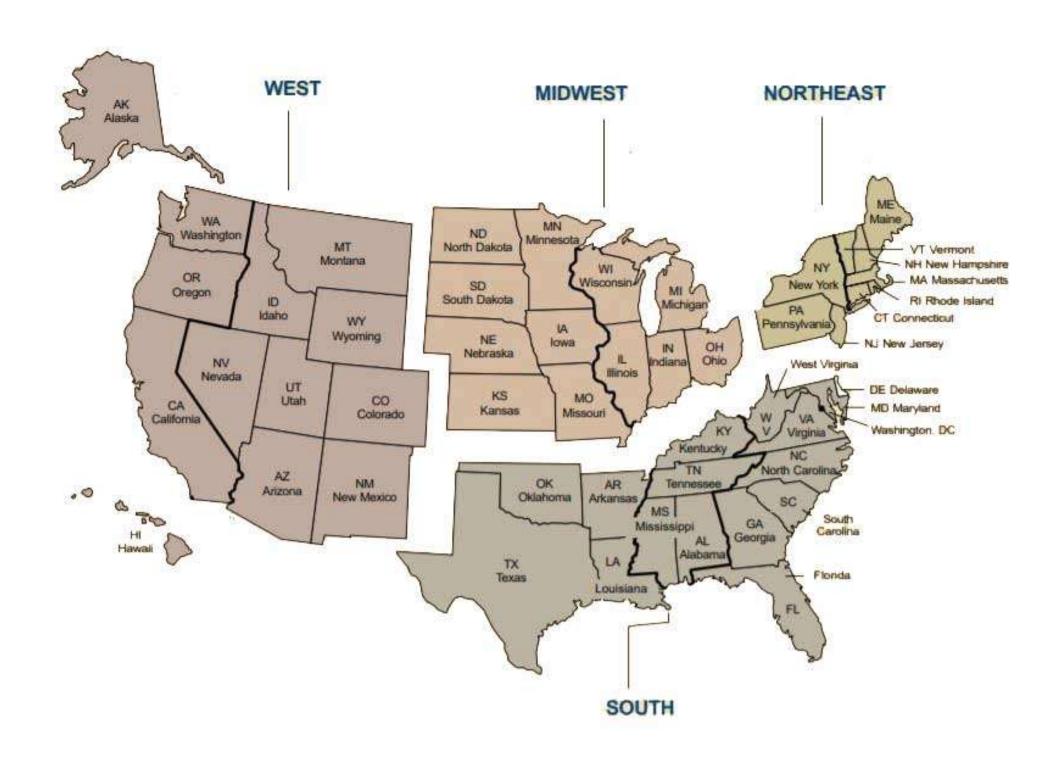




## RESEARCH OVERVIEW & METHODOLOGY

- Weekly tracking survey of a representative sample of adult American travelers in each of four U.S. regions
- Designed to track traveler sentiment and generate insights into when tourism businesses can expect demand to return and from whom
- Week 28 data (fielded September 18<sup>th</sup>-20<sup>th</sup>) will be presented today
- 1,200+ fully completed surveys collected each wave
- Confidence interval of +/- 2.8%
- Data is weighted to reflect the actual population of each region

#### U.S.Regions







# Supporter Benefits

- Access to online dashboard with full 24-weeks of data and numerous segment filters
- Complete report(s) of findings
- Destination specific insights
- Presentation to Board of Directors or other meeting/event
- FREE TRIAL AVAILABLE









#### CORONAVIRUS DEATHS

#### U.S. Covid-19 Death Toll Surpasses 200,000

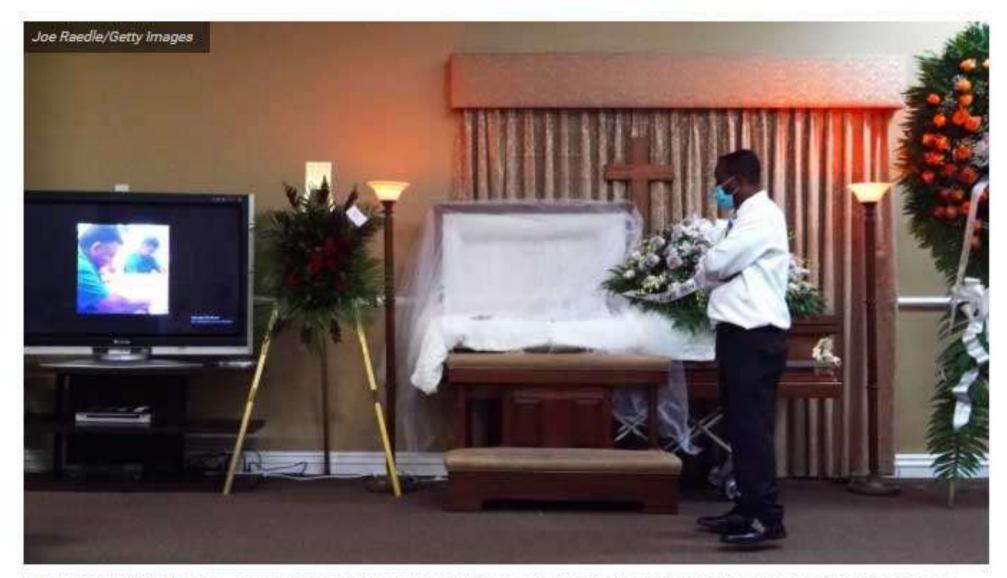
A prediction made in March - unfathomable at the time - has come to pass

Published September 19, 2020 • Updated on September 19, 2020 at 12:06 pm









In this Aug. 8, 2020, file photo, Joseph Louis pays his respects to German Arnaya, who he worked with for 10 years, as family and friends held a wake ceremony at the Maspons Funeral Home in Miami, Florida. German Arnaya died from the coronavirus (COVID-19).

In the predawn hours of March 30, Dr. Deborah Birx stepped in front of the camera on the White House lawn and made an alarming prediction about the coronavirus, which had, by then, killed fewer than 3,000 people in the United States.

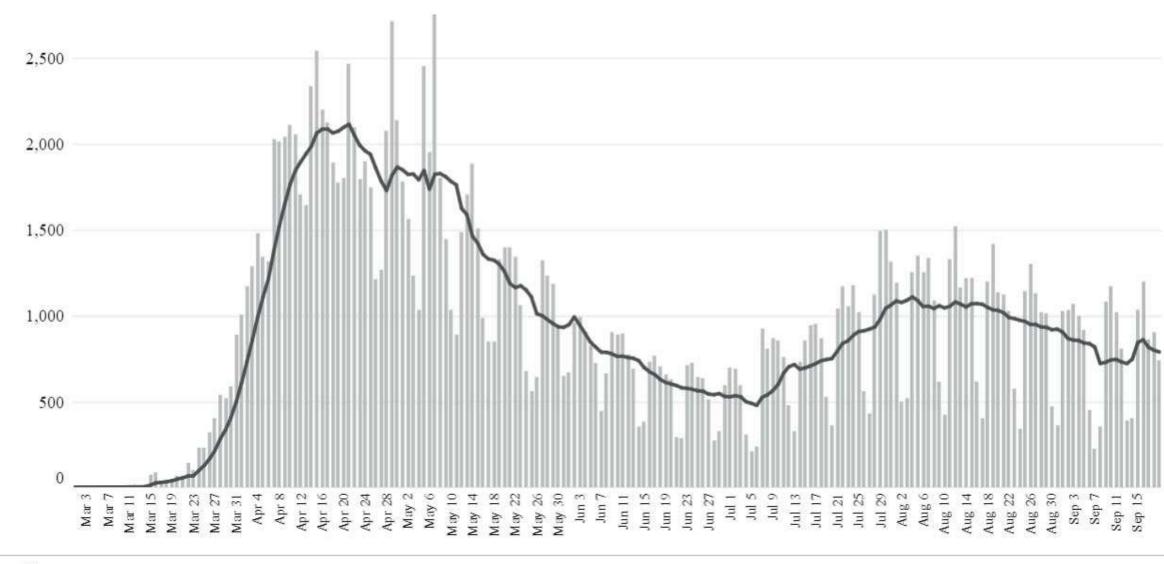
"If we do things together, well, almost perfectly, we can get in the range of 100,000 to 200,000 fatalities,"

Birx, coordinator of the White House coronavirus task force, told Savannah Guthrie of NBC News' "Today"

show.

#### US DAILY DEATHS. 7-DAY AVERAGE LINE







#### Coronavirus can spread on airline flights, two studies show



ly Maggie Fox, CNN

① Updated 11:46 PM ET, Fri September 18, 2020



(CNN) — The young woman and her sister had traveled across Europe just as the coronavirus pandemic was taking off there, visiting Milan and Paris before heading to London.

When the woman left London on March 1, she had a sore throat and cough as she boarded a flight home to Vietnam, but no one noticed.

By the time she got off the flight in Hanoi 10 hours later, 15 other people who had been on the plane with her were infected, researchers reported Friday.

This story is one of two published Friday demonstrating how coronavirus can spread on airline flights, and suggesting that simply spacing people out a little will not fully protect them.



Related Article: Woman may have caught coronavirus in airplane toilet, researchers say

In another incident, passengers on a flight from Boston to Hong Kong appear to have infected two flight attendants.

Both cases involved long flights early in the pandemic, before airlines began requiring face masks.

A team from Vietnam tracked down a cluster of cases linked to the flight that arrived in Hanoi from London on March 2.



# Qantas seven-hour flight to nowhere sells out in 10 minutes

Francesca Street, CNN • Updated 18th September 2020



(CNN) — Pre-pandemic, many of us viewed flying simply as a method of getting from one destination to another as quickly as possible.

But amid global restrictions, travelers have been daydreaming not only about farflung destinations, but the flying experience itself -- from the thrill of the take-off to the unmatched views of the Earth from the cabin window.

#### THE KANSAS CITY STAR.

MISSOURI

## 'We're one of the winners in this Covid thing.' A record summer at Lake of the Ozarks

BY KEVIN HARDY AND LAURA BAUER SEPTEMBER 20, 2020 05:00 AM





The coronavirus had all but shut down the tourism industry at Missouri's Lake of the Ozarks. But after videos of wild parties over Memorial Day and some unflattering national attention, things changed.

BY JILL TOYOSHIBA 

| KEVIN HARDY



LAKE OF THE OZARKS, MO.

Bars couldn't keep up with the demand for Coors Light. Same with auto dealerships and new cars.

Boat dealers had trouble keeping up and construction crews ran out of lumber needed to build new homes. The real estate market heated up so much that buyers made unsolicited multi-million-dollar offers on lakefront homes.



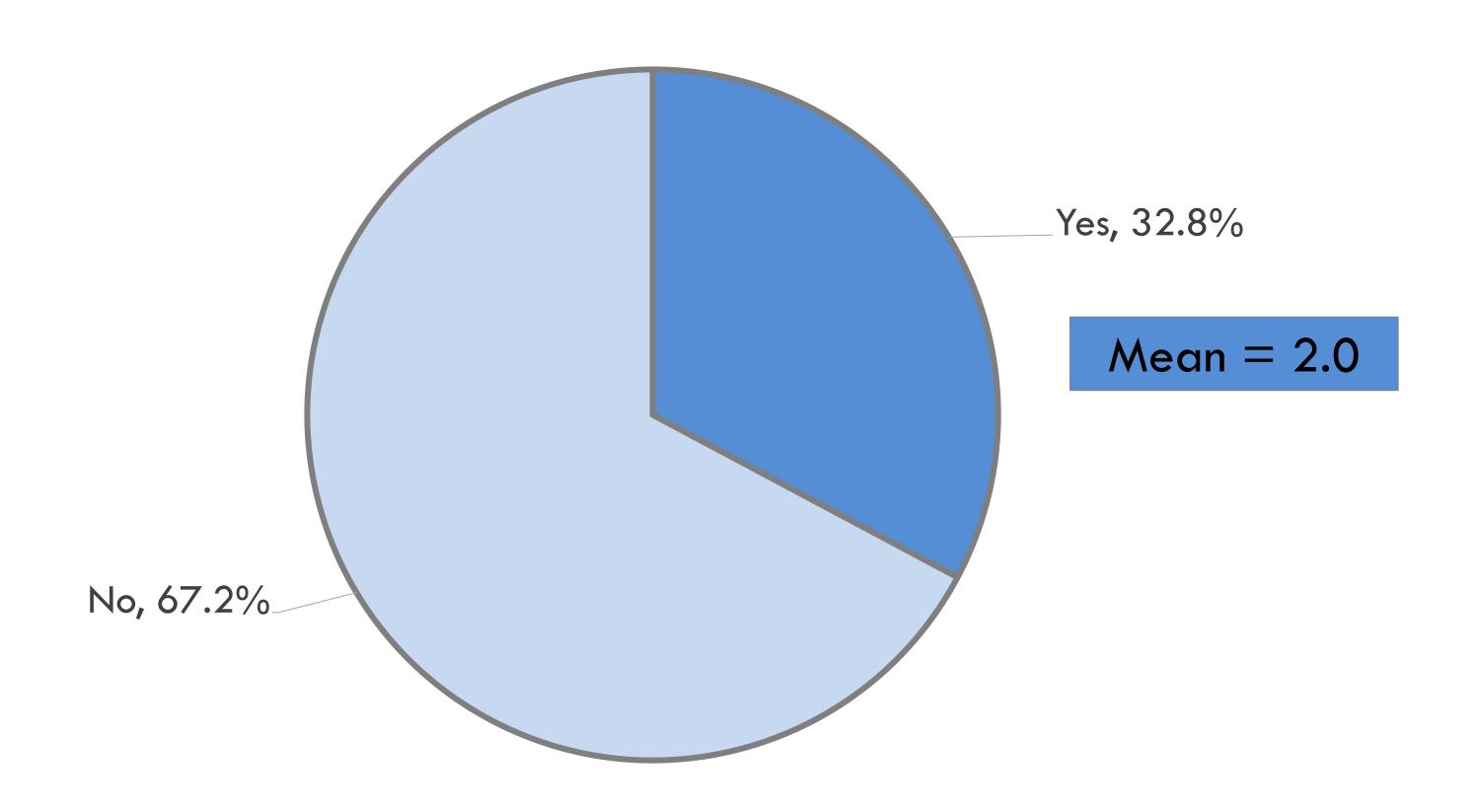




# What Is Going on Out There?

## SUMMER LEISURE TRIPS

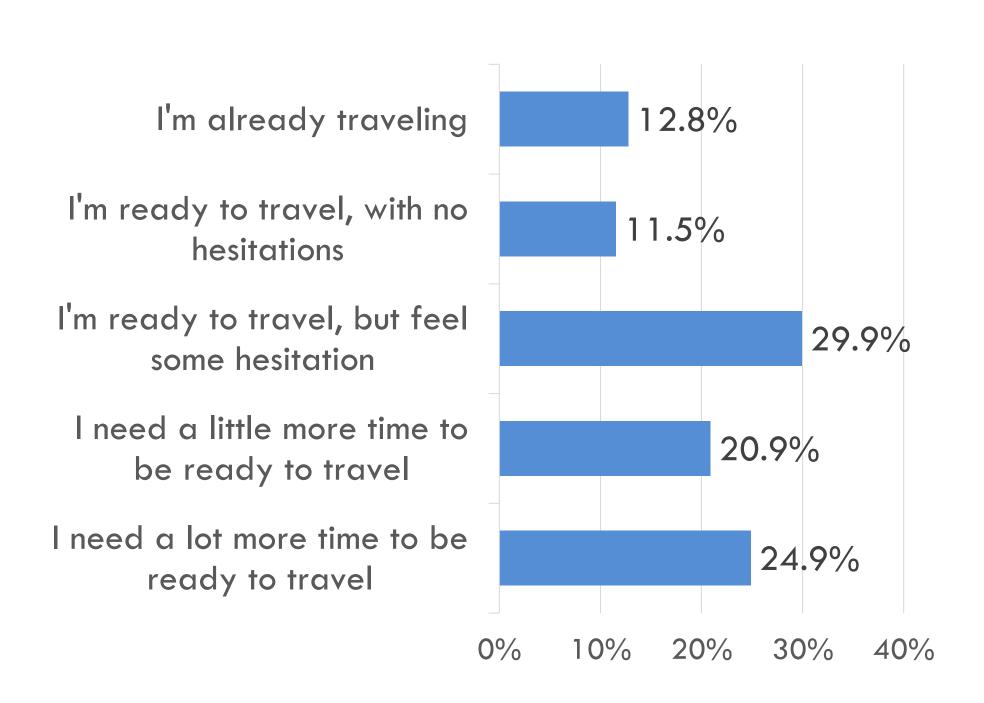
Question: Have you taken any trips for leisure or personal reasons this summer (June 1st to today)?



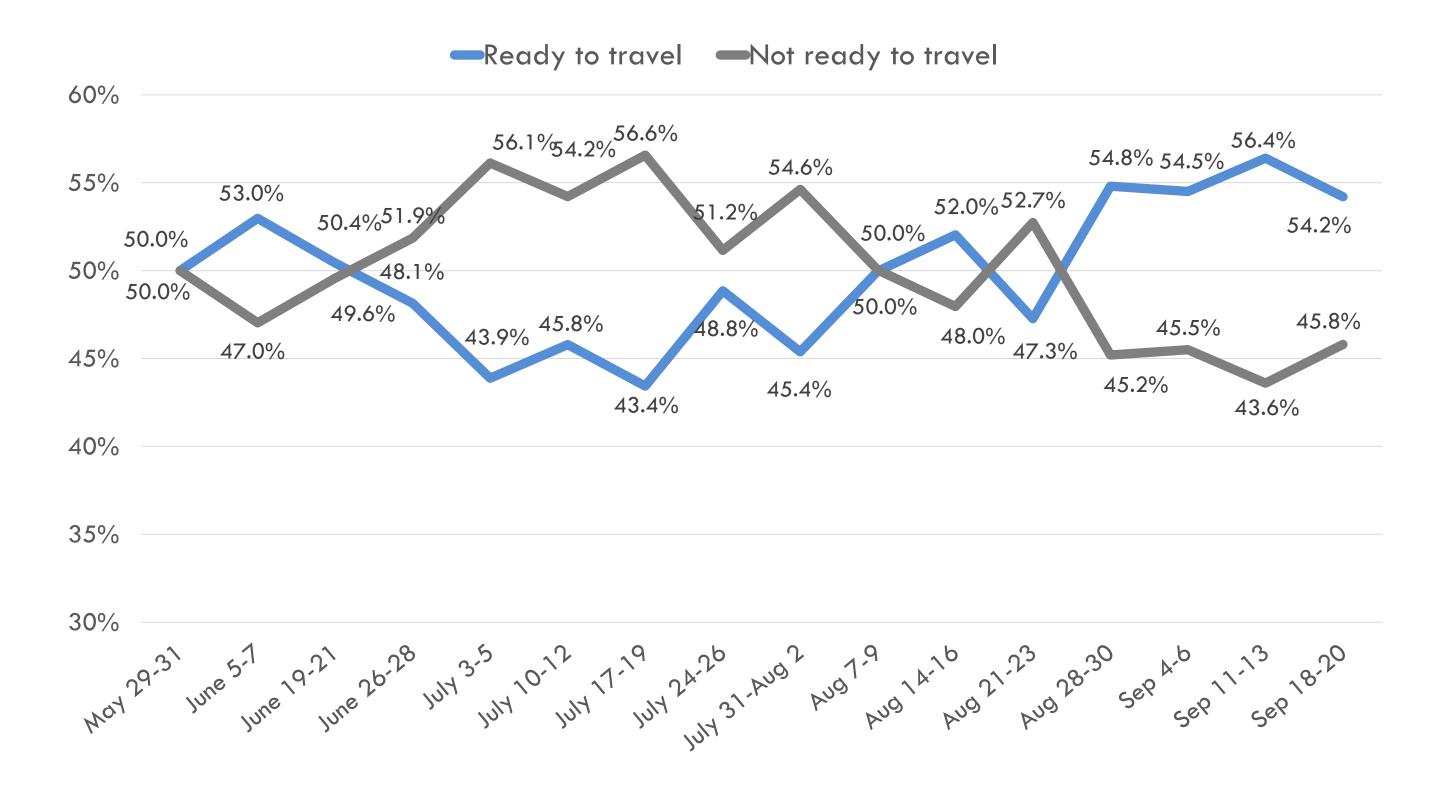


#### TRAVEL STATE-OF-MIND

Question: When it comes to getting back out and traveling again, which best describes your current state of mind? (Select one)



(Base: Waves 12-13 and 15-28. All respondents, 1,257, 1,214, 1,205, 1,231, 1,365, 1,213, 1,200, 1,206, 1,224, 1,201, 1,202, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)

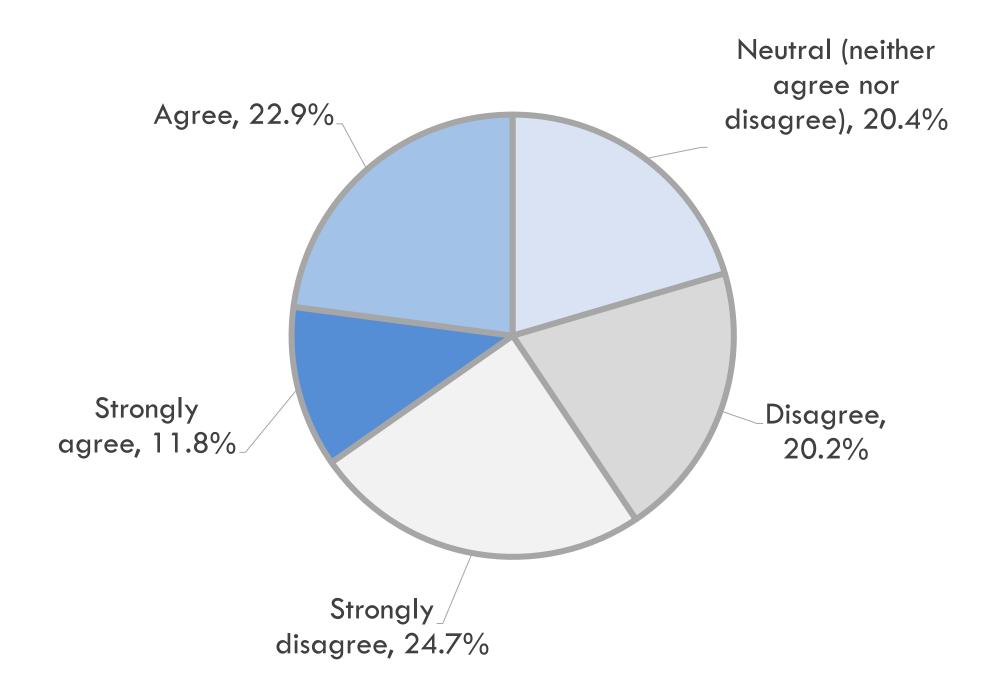




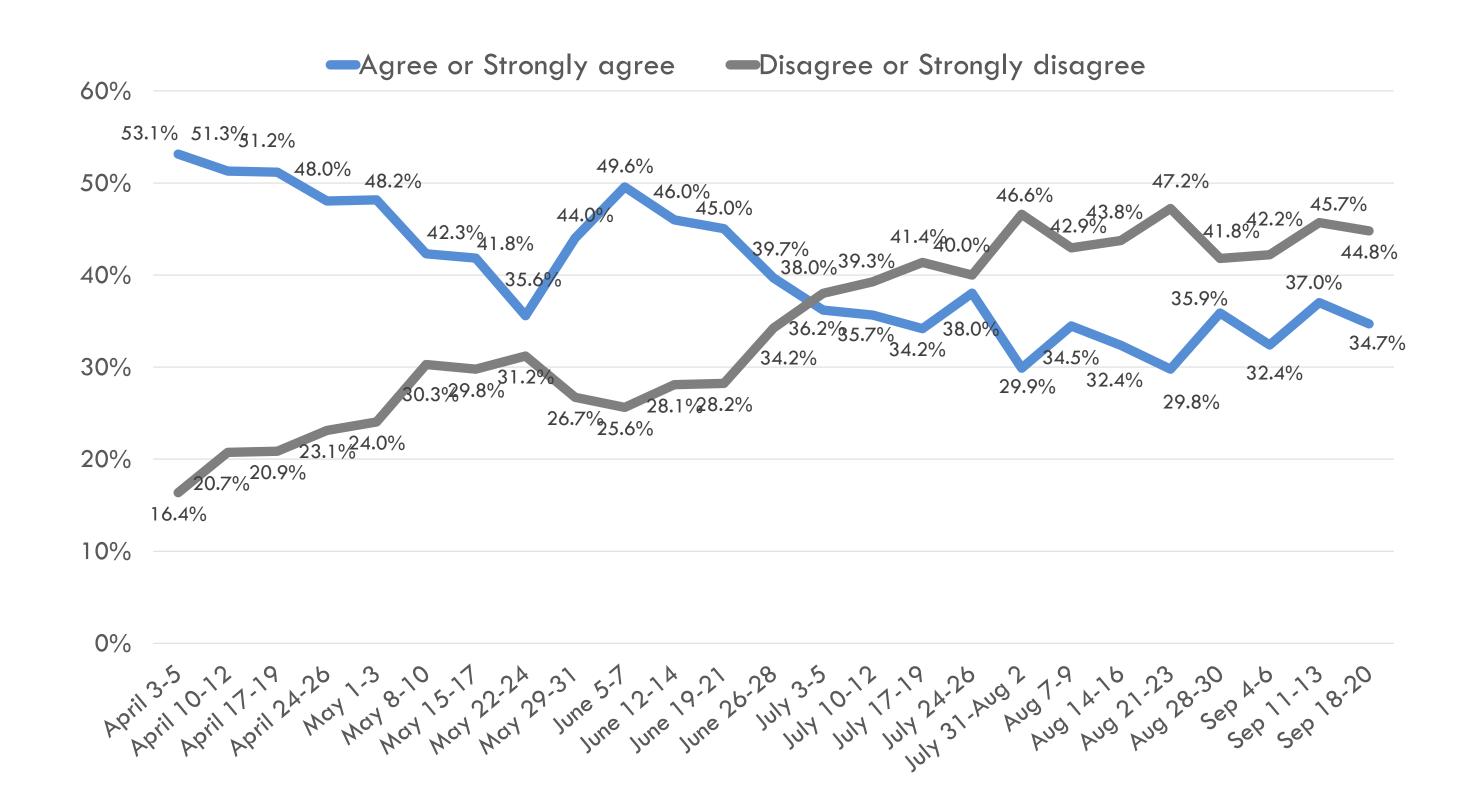
#### EXPECTATIONS FOR TRAVELING IN THE FALL

#### How much do you agree with the following statement?

Statement: I expect that I will be traveling in the Fall of 2020.



(Base: Waves 4-28. All respondents, 1,216, 1,263, 1,238, 1,208, 1,204, 1,200, 1,212, 1,223, 1,257, 1,214, 1,214, 1,205, 1,231, 1,365, 1,213, 1,200, 1,206, 1,224, 1,201, 1,202, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)

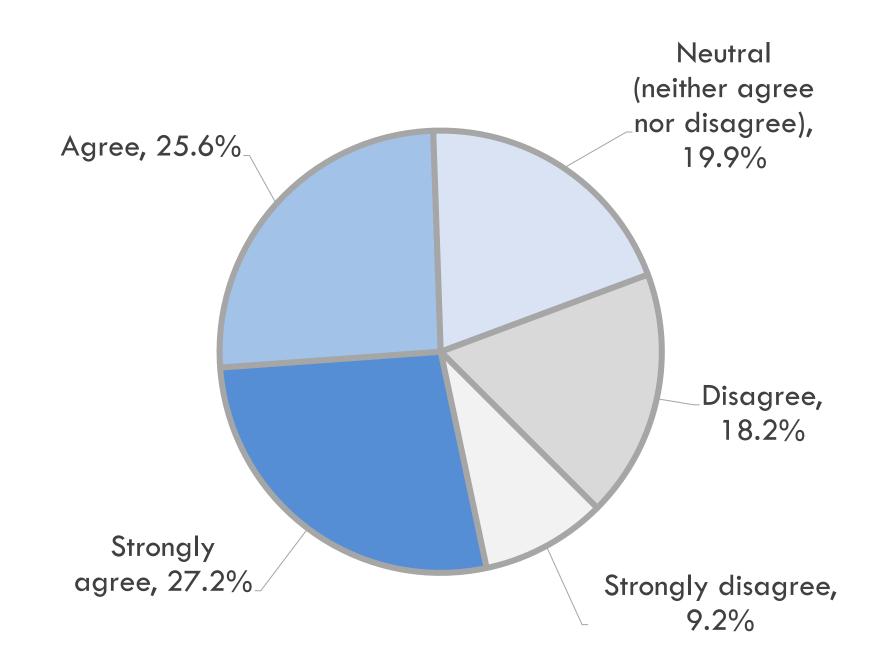




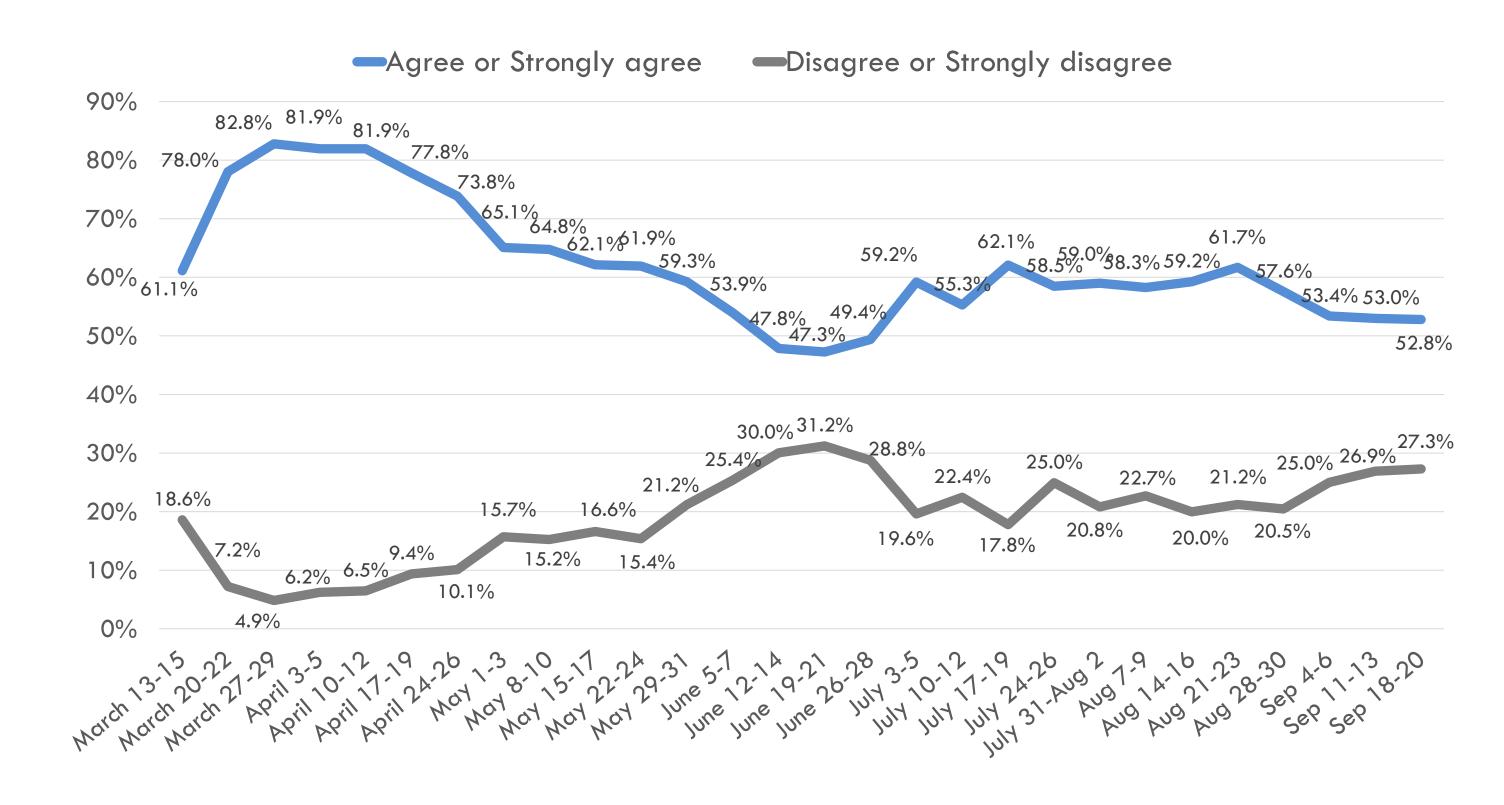
## AVOIDING TRAVEL UNTIL THE CORONAVIRUS BLOWS OVER

#### How much do you agree with the following statement?

Statement: I'm planning to avoid all travel until the Coronavirus situation blows over.



(Base: Waves 1-28. All respondents, 1,201, 1,200, 1,201, 1,216, 1,263, 1,238, 1,208, 1,204, 1,200, 1,212, 1,223, 1,257, 1,214, 1,214, 1,205, 1,231, 1,365, 1,213, 1,200, 1,206, 1,224, 1,201, 1,202, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)

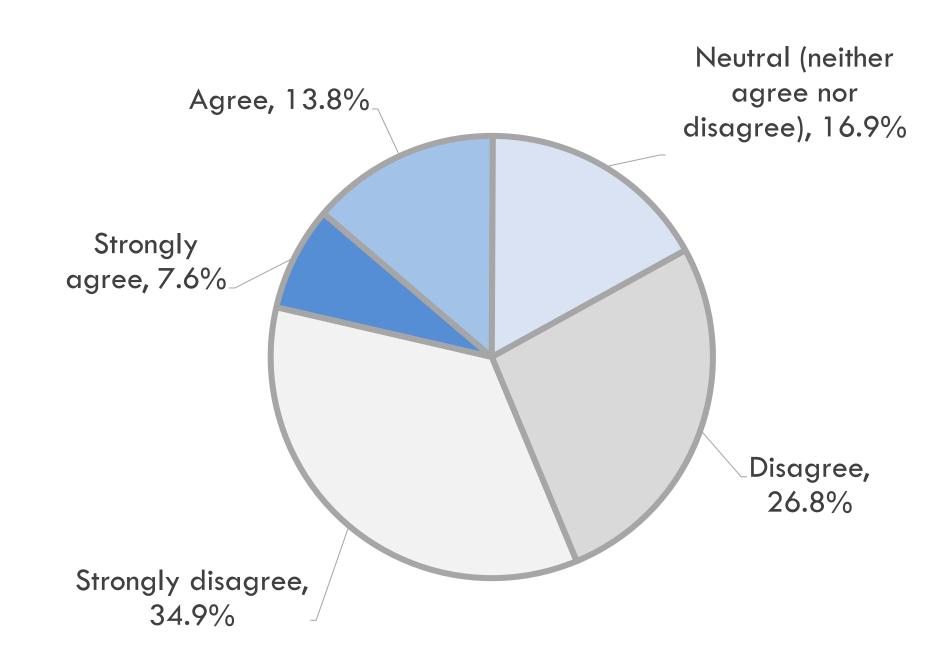




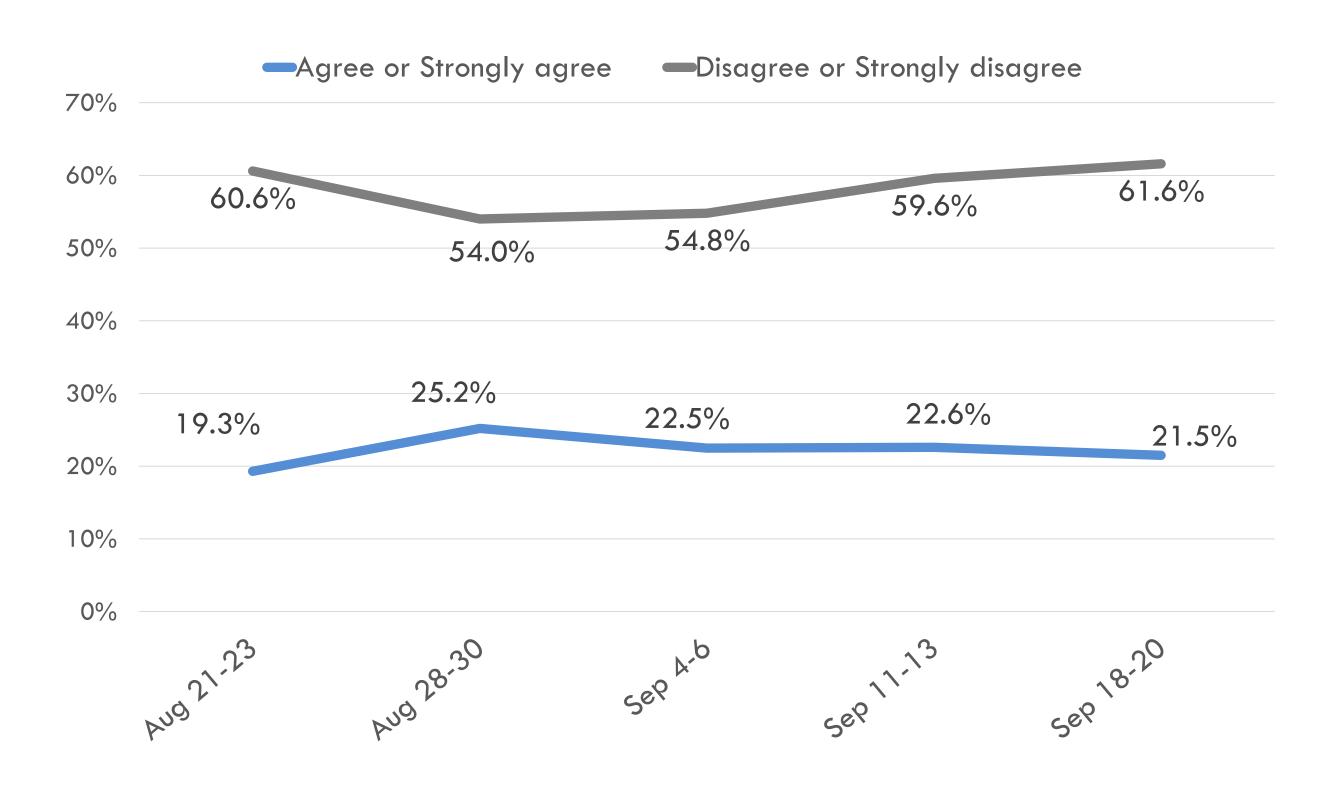
## EXPECTATIONS FOR THE PANDEMIC'S COURSE AT THE END OF 2020

#### How much do you agree with the following statement?

Statement: I expect the Coronavirus situation will be resolved BEFORE THE END OF THIS YEAR.

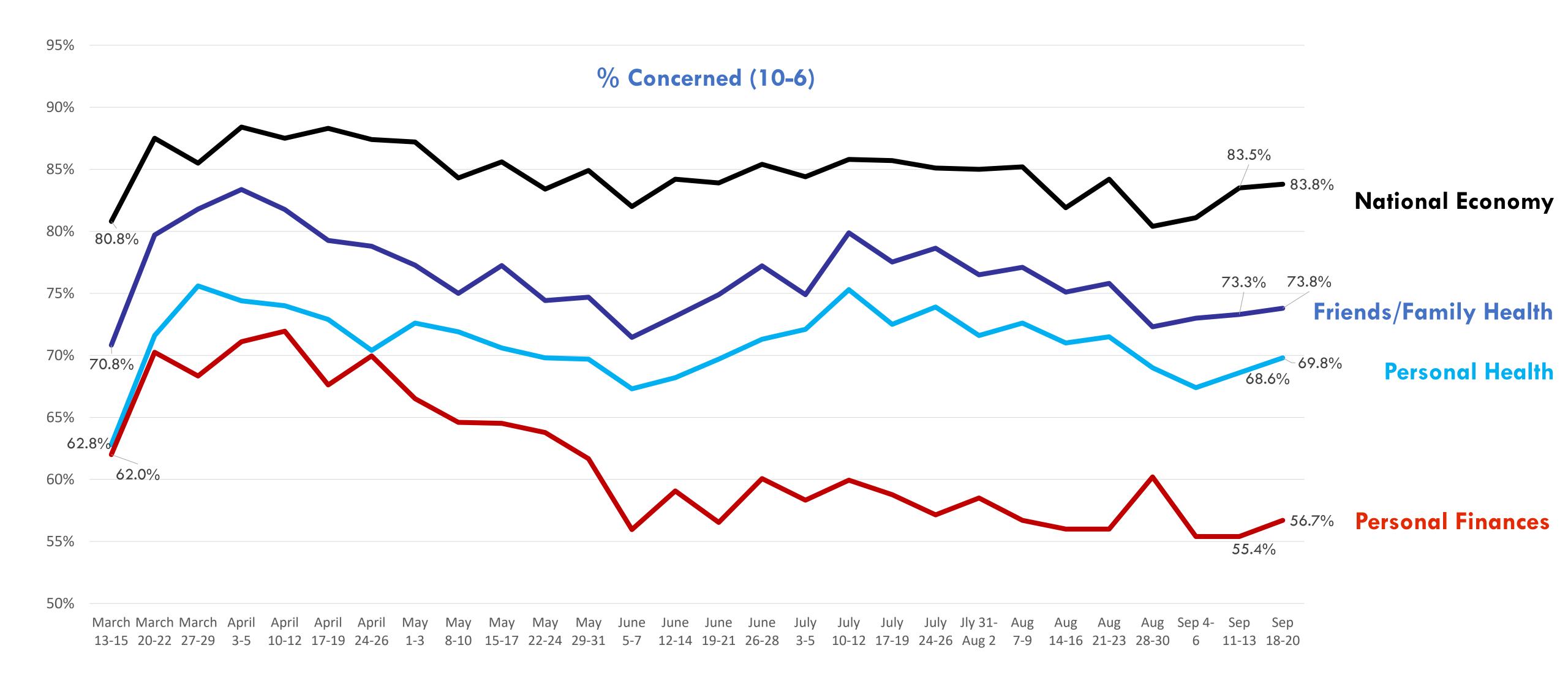


(Base: Waves 24-28. All respondents, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)





#### NATIONAL ANXIETY MAP



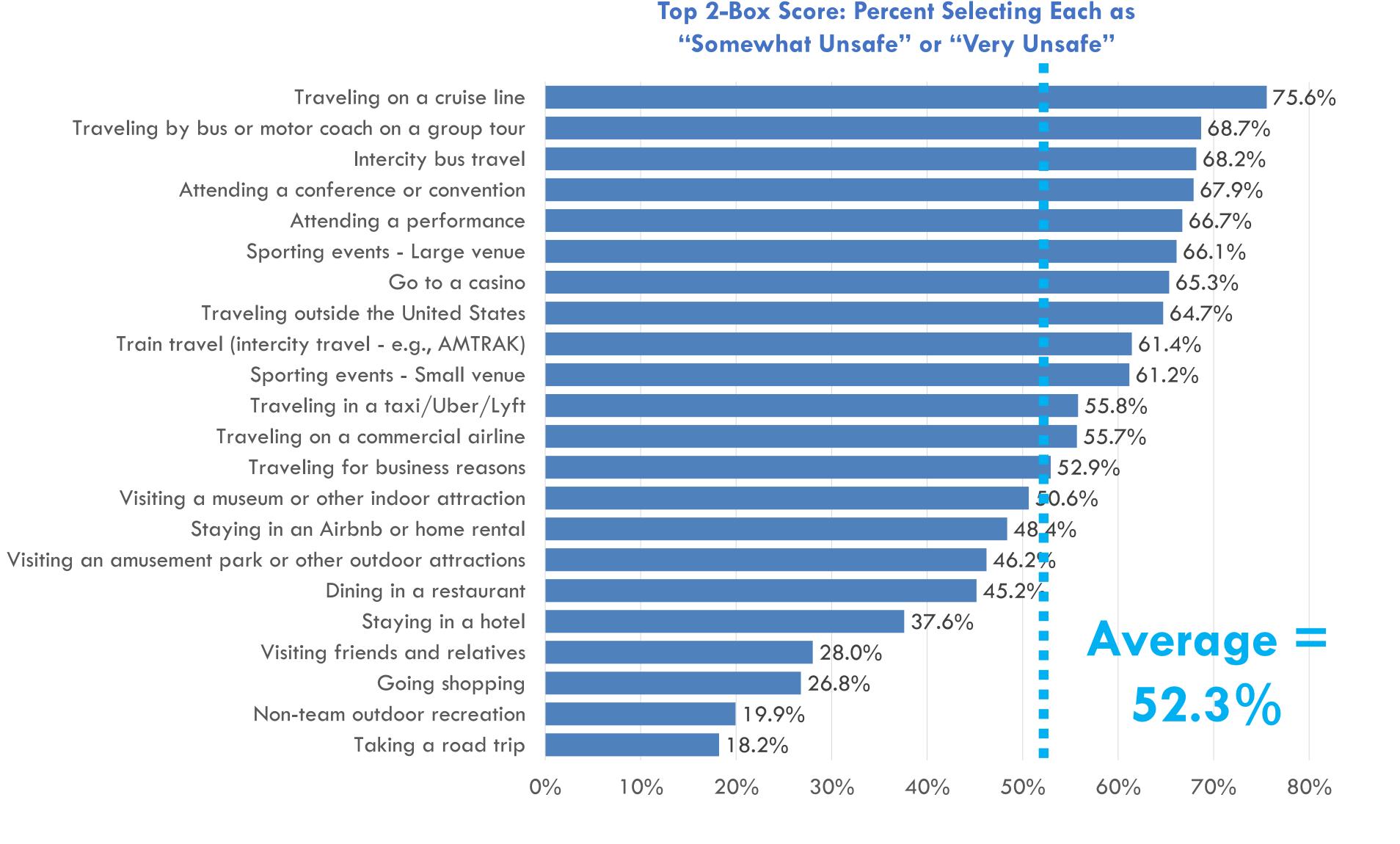


## PERCEIVED SAFETY OF TRAVEL ACTIVITIES (WAVE 28)

Question: At this moment, how safe would you feel doing each type of travel activity?

(Base: Wave 28 data. All respondents, 1,200 completed surveys.

Data collected Sep 18-20, 2020)



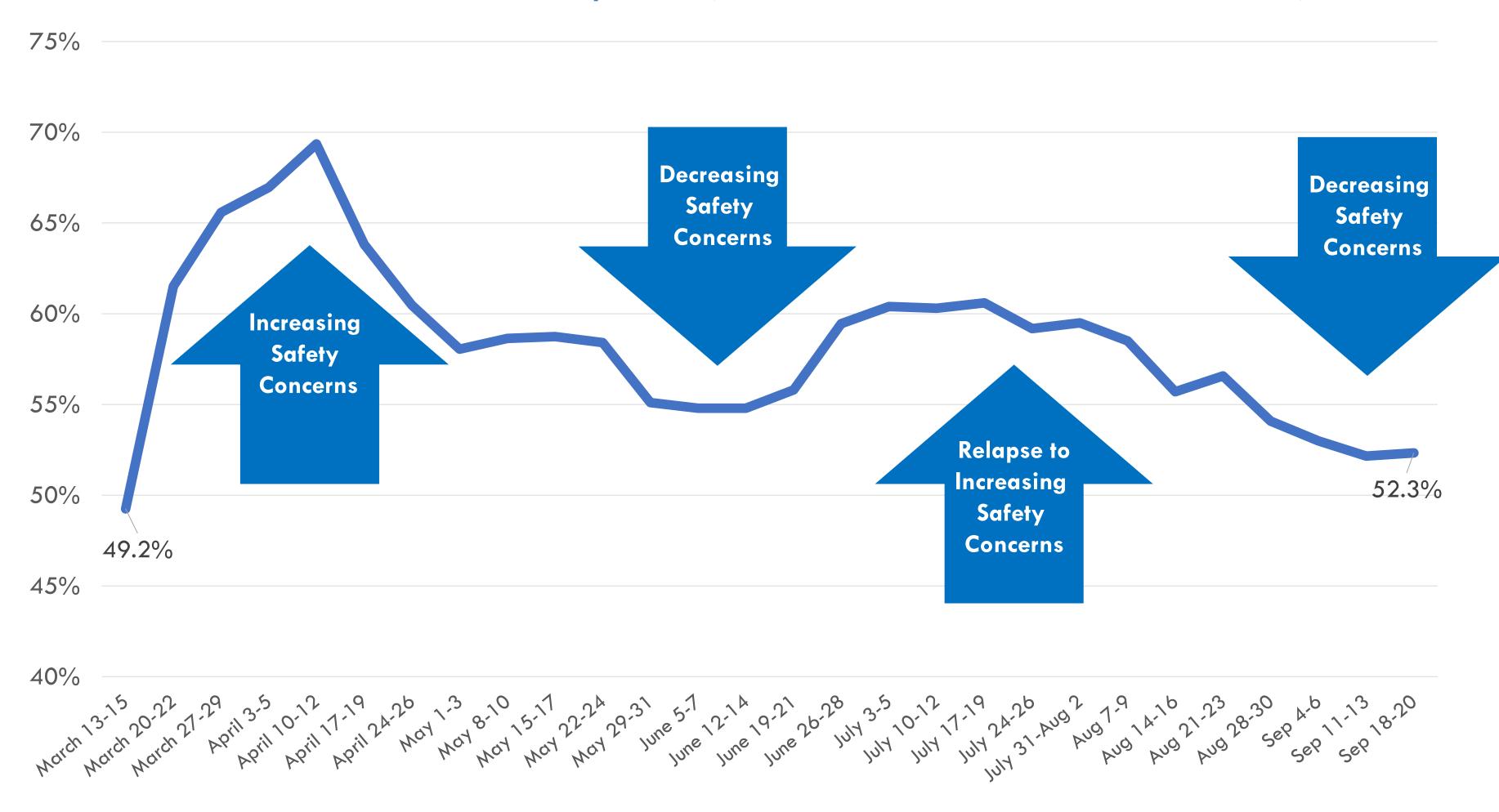


## PERCEIVED SAFETY OF TRAVEL ACTIVITIES (WAVES 1-28 COMPARISON)

Question: At this moment, how safe would you feel doing each type of travel activity?

(Base: Waves 1-28. All respondents, 1,201, 1,200, 1,201, 1,216, 1,263, 1,238, 1,208, 1,204, 1,200, 1,212, 1,223, 1,257, 1,214, 1,214, 1,205, 1,231, 1,365, 1,213, 1,200, 1,206, 1,224, 1,201, 1,202, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)

#### % Somewhat unsafe or Very unsafe (AVERAGE SCORE FOR ALL ACTIVITES TESTED)

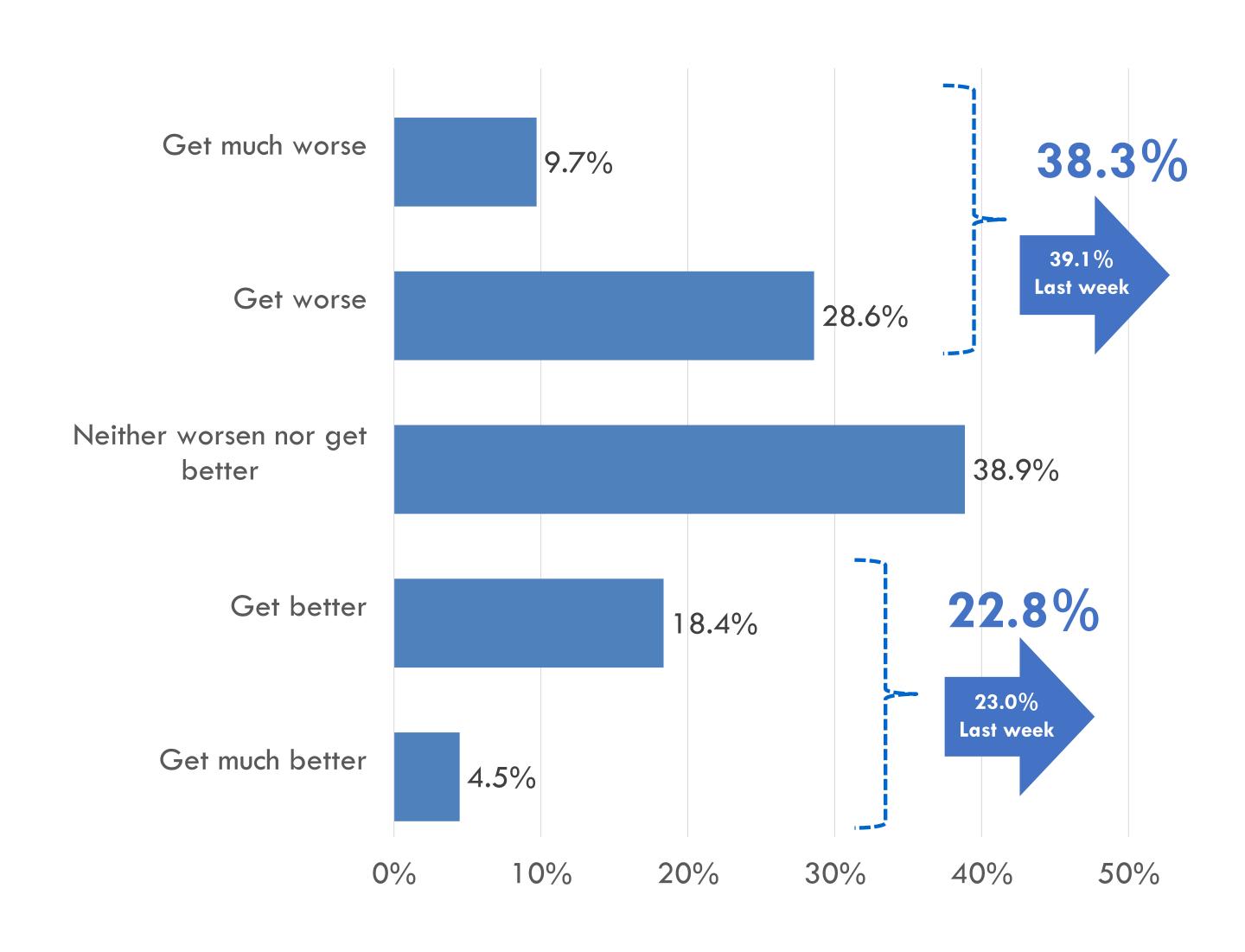




#### EXPECTATIONS FOR THE CORONAVIRUS OUTBREAK

Question: In the NEXT
MONTH, how (if at all) do you
expect the severity of
the coronavirus situation in the
United States to change? (Select
one)

In the next month the coronavirus situation will \_\_\_\_\_



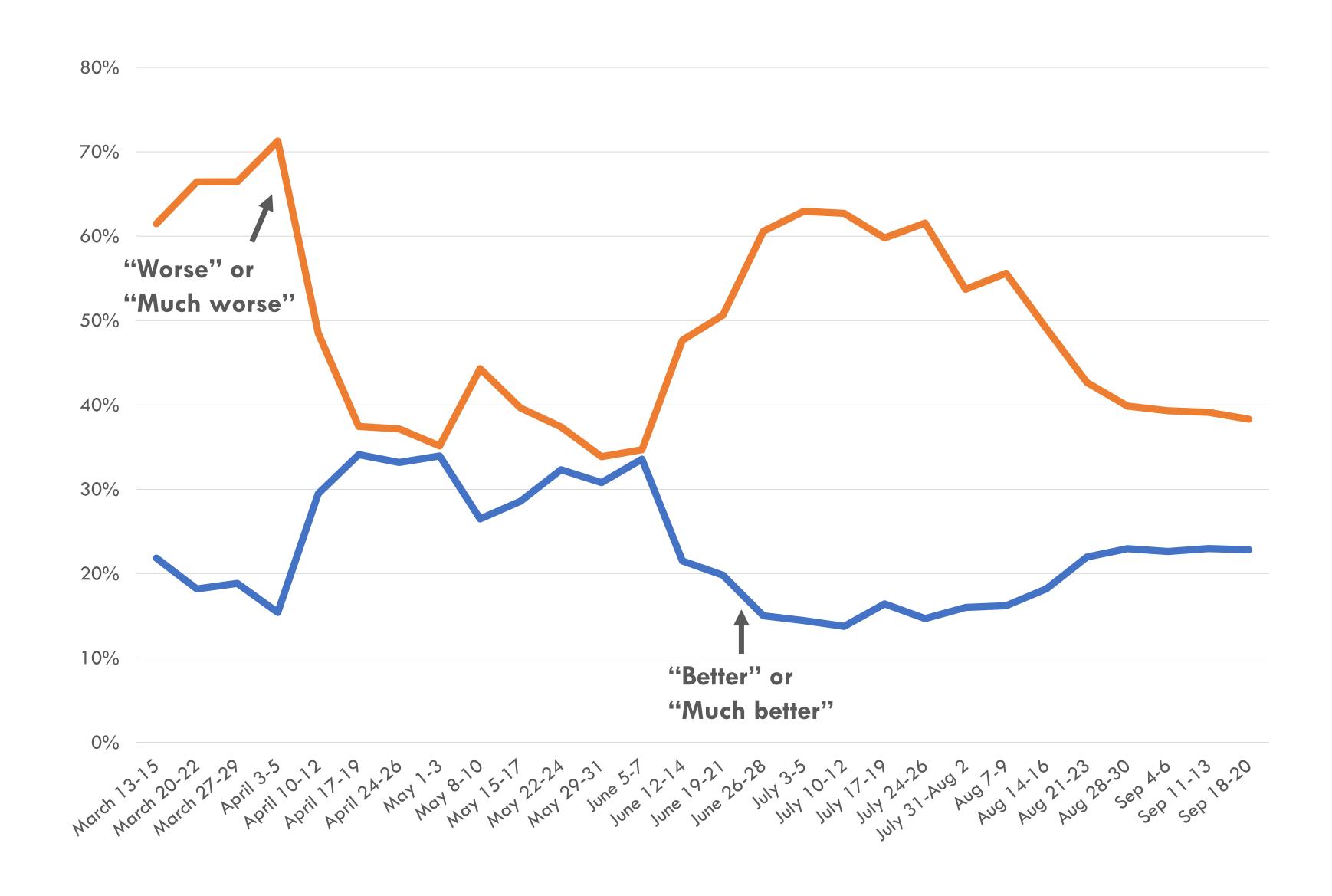


## EXPECTATIONS FOR THE CORONAVIRUS OUTBREAK (WAVES 1-28)

Question: In the NEXT
MONTH, how (if at all) do you
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the coronavirus situation in the
United States to change?

In the next month the coronavirus situation will

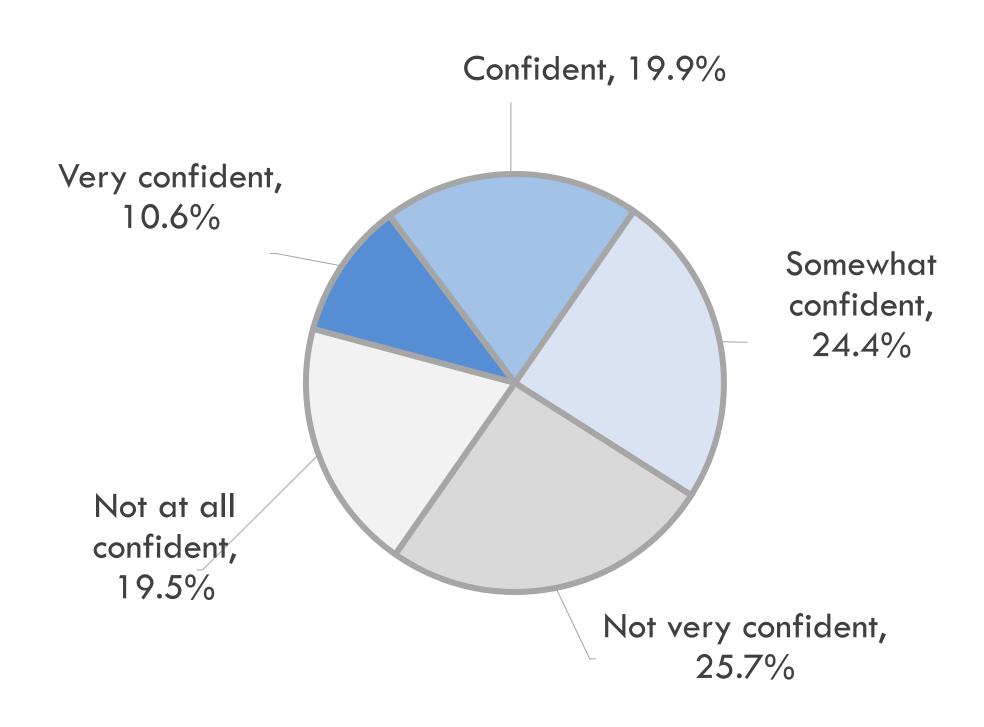
(Base: Waves 1-28. All respondents, 1,201, 1,200, 1,201, 1,216, 1,263, 1,238, 1,208, 1,204, 1,200, 1,212, 1,223, 1,257, 1,214, 1,214, 1,205, 1,231, 1,365, 1,213, 1,200, 1,206, 1,224, 1,201, 1,202, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)



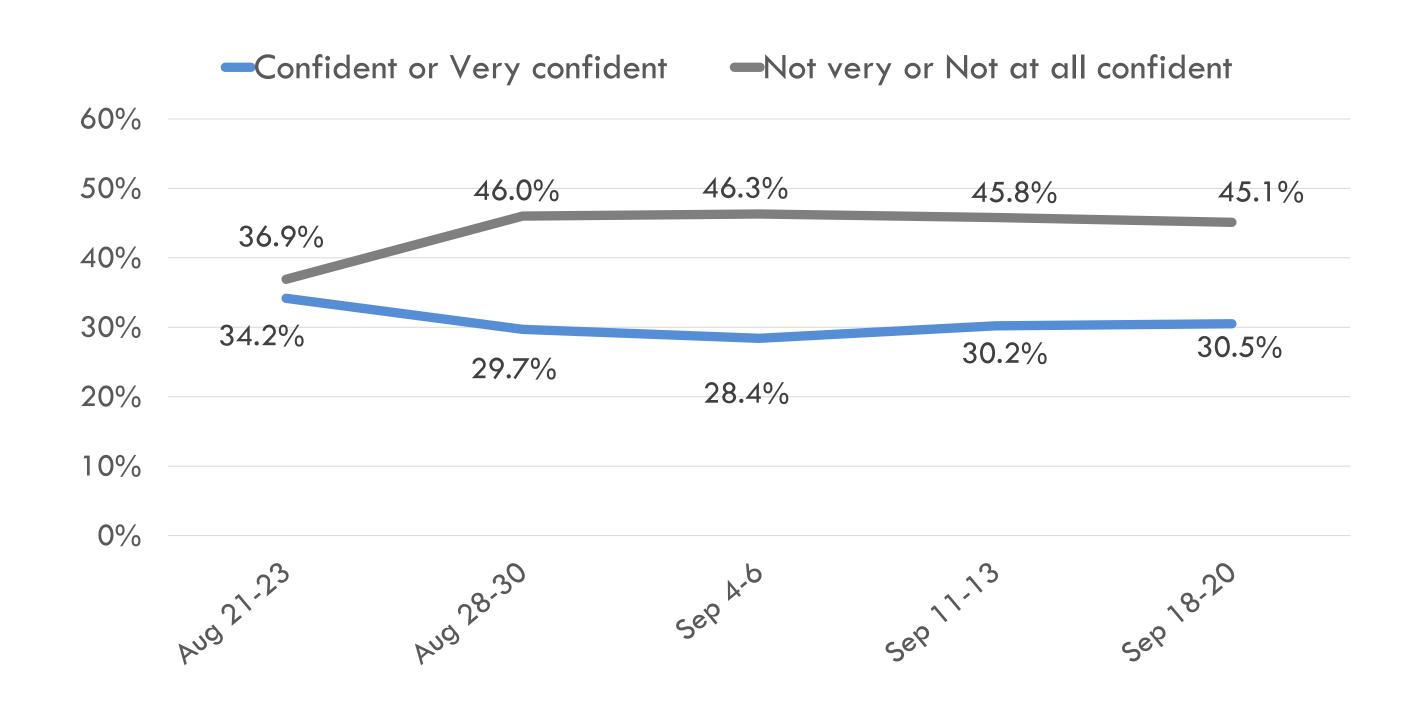


## CONFIDENCE IN TRAVELING SAFELY

## Question: How confident are you that you can travel safely in the current environment?



(Base: Wave 24-28 data. All respondents, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)

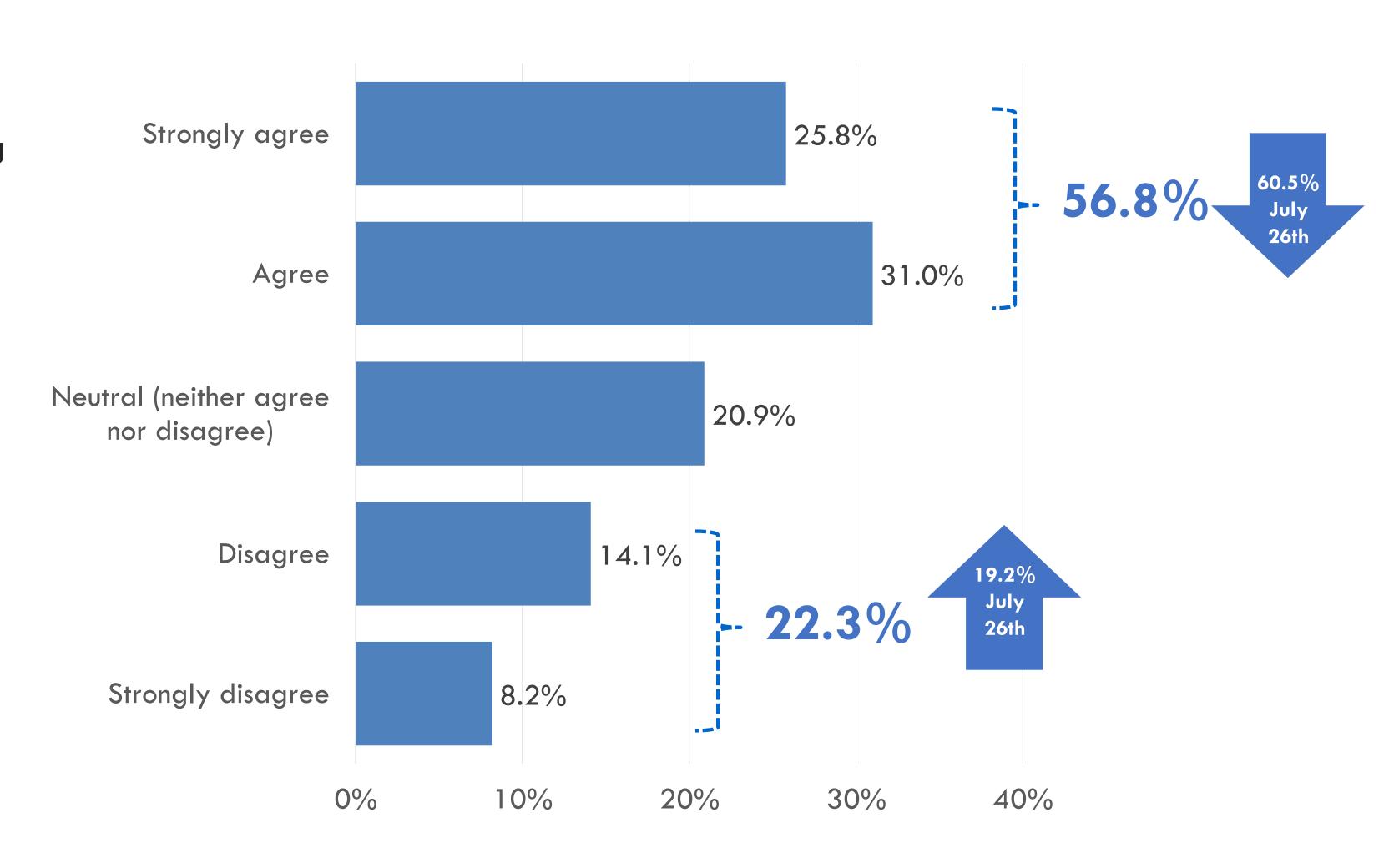




## INABILITY TO FULLY ENJOY TRAVEL RIGHT NOW

## How much do you agree with the following statement?

Statement: If I were to travel now for leisure, I would not be able to fully enjoy it.

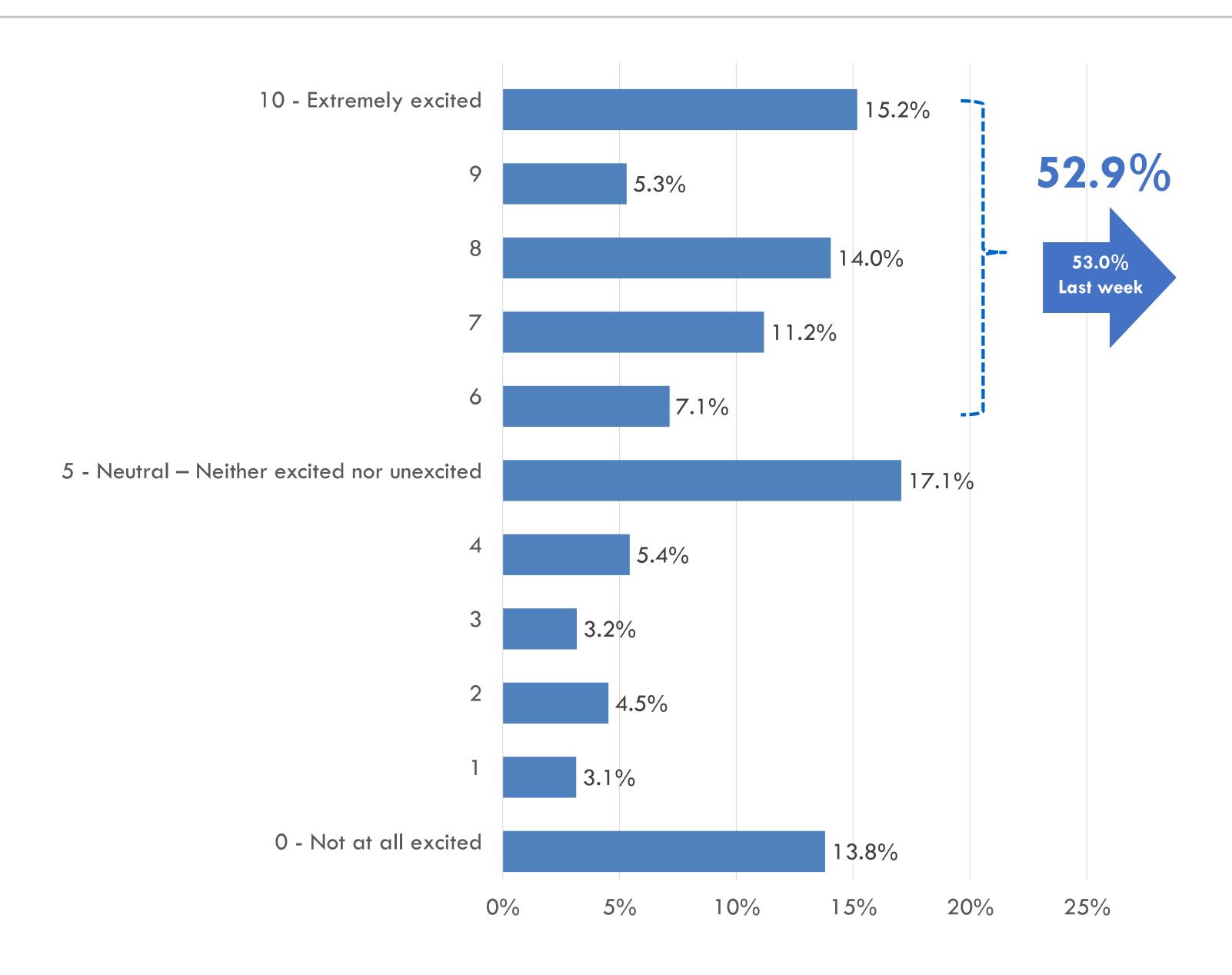




#### EXCITEMENT TO TRAVEL NOW

Question: Imagine that a good friend (or close family member) asks you to take a weekend getaway with them sometime in the next month.

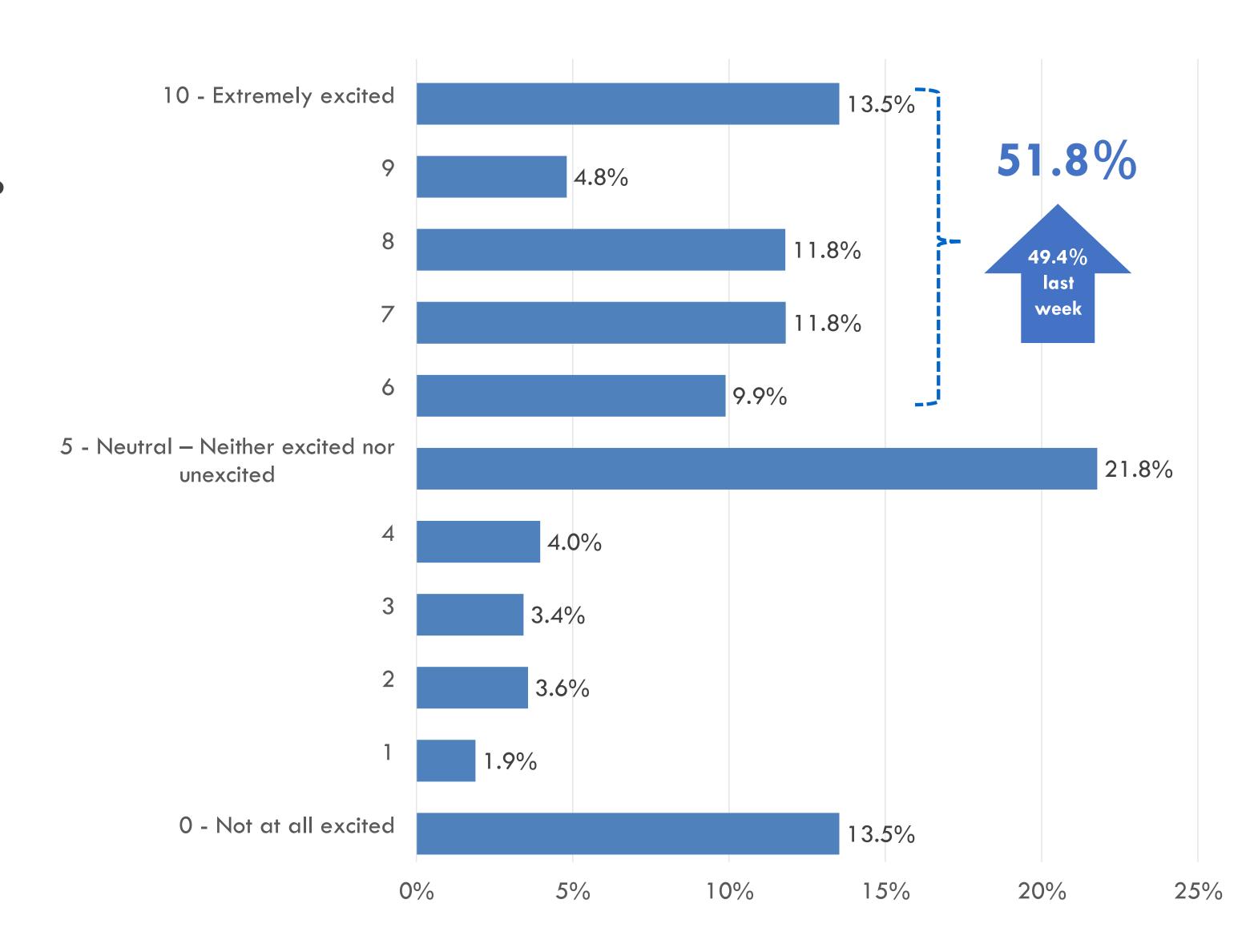
How excited would you be to go? (Assume the getaway is to a place you want to visit)





## OPENNESS TO TRAVEL INFORMATION

Question: At this moment, how excited are you in learning about new, exciting travel experiences or destinations to visit?





#### OPENNESS TO TRAVEL INSPIRATION

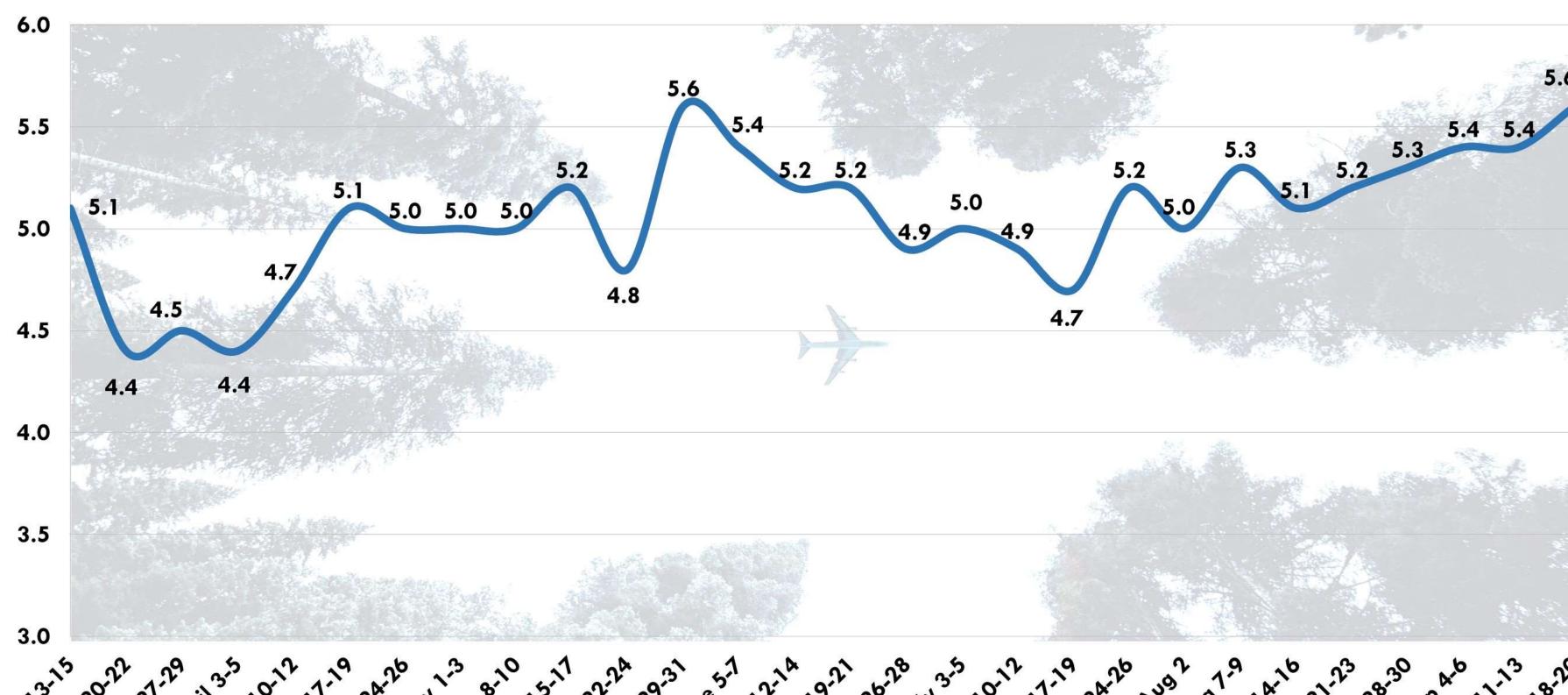
MARCH - SEPTEMBER

Question: At this moment, how excited are you in learning about new, exciting travel experiences or destinations to visit?

(Base: Waves 1-28. All respondents, 1,201, 1,200, 1,201, 1,216, 1,263, 1,238, 1,208, 1,204, 1,200, 1,212, 1,223, 1,257, 1,214, 1,214, 1,205, 1,231, 1,365, 1,213, 1,200, 1,206, 1,224, 1,201, 1,202, 1,207, 1,250, 1,225, 1,205 and 1,200 completed surveys.)



**OPEN TO TRAVEL INSPIRATION** (AVERAGE SCORE ON AN 11-POINT SCALE)

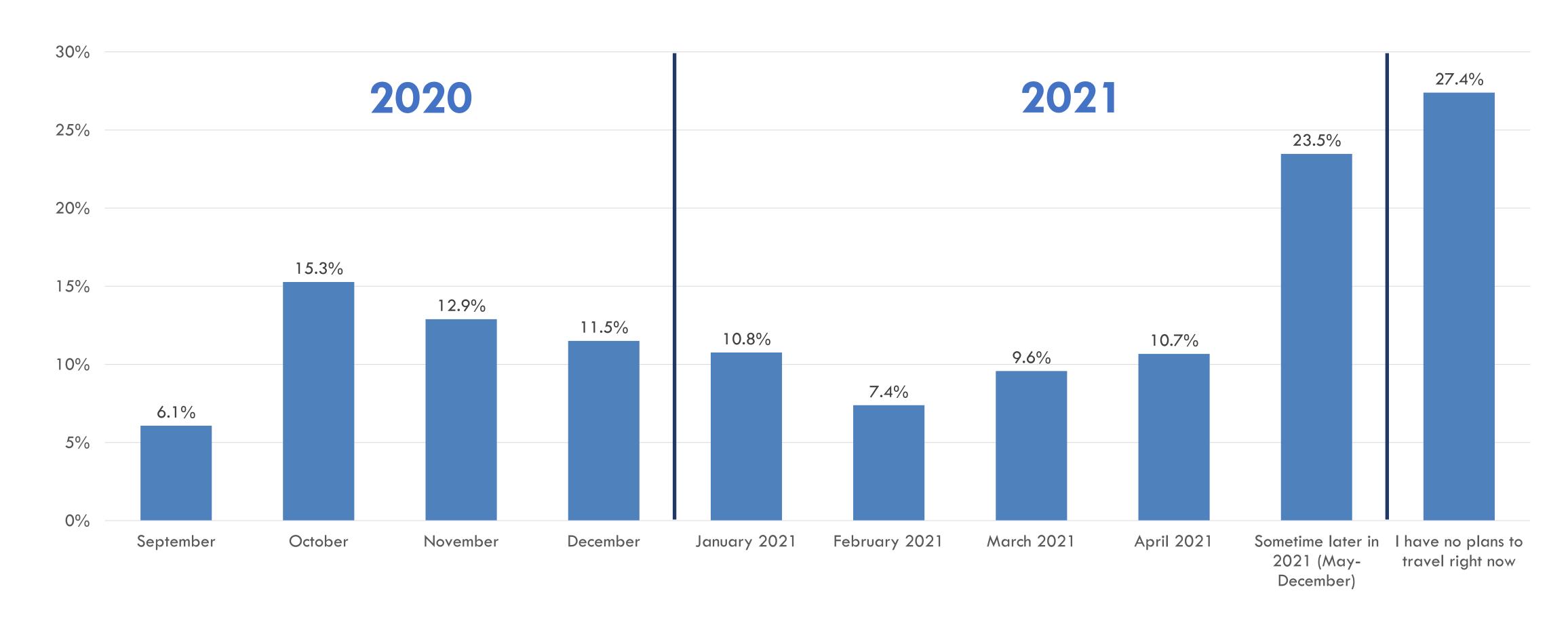


March 13-15 20-22 1-29 13-5 10-12 17-19 24-26 1-3 8-10 15-17 22-24 29-31 12-12 12-16 12-12



#### UPCOMING TRAVEL PLANS

Question: Even if only tentatively scheduled, in which months of this year do you currently plan to take any leisure trips?

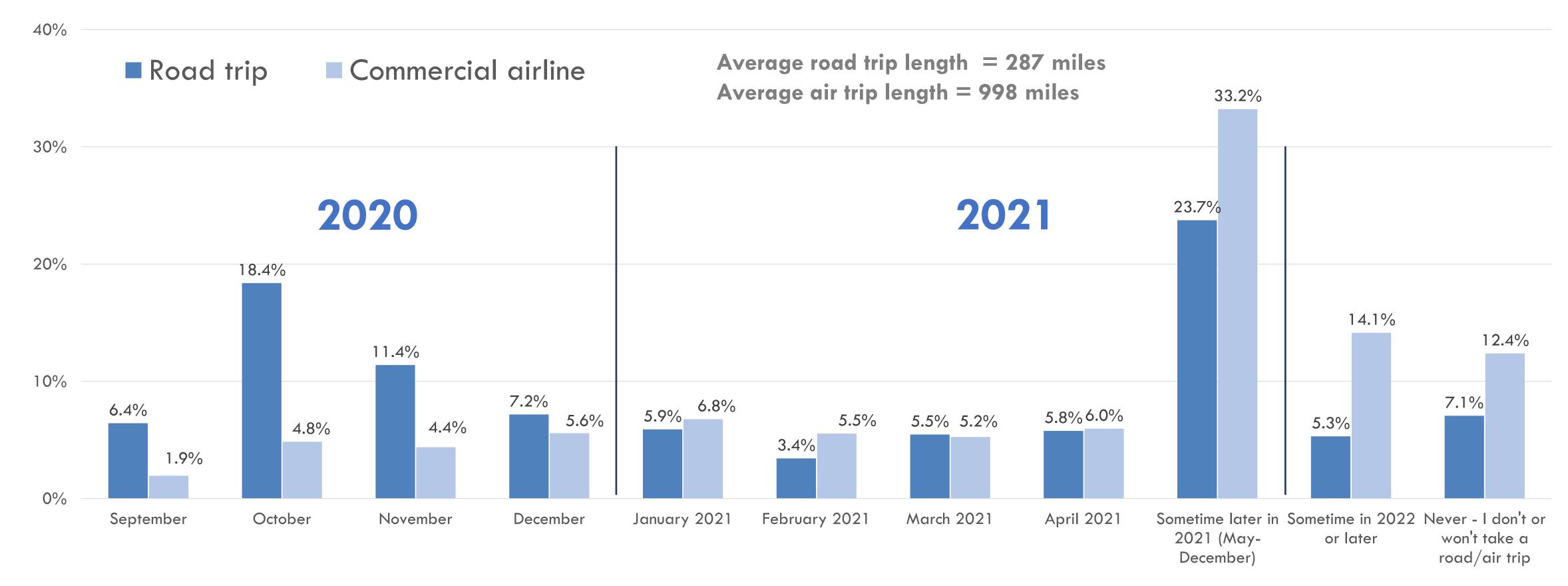




## ROAD & AIR TRIPS EXPECTED

Question: In what month do you expect you will take your NEXT ROAD TRIP (Traveling in a personal automobile)?

Question: In what month do you expect you will take your NEXT TRIP on a commercial airline?



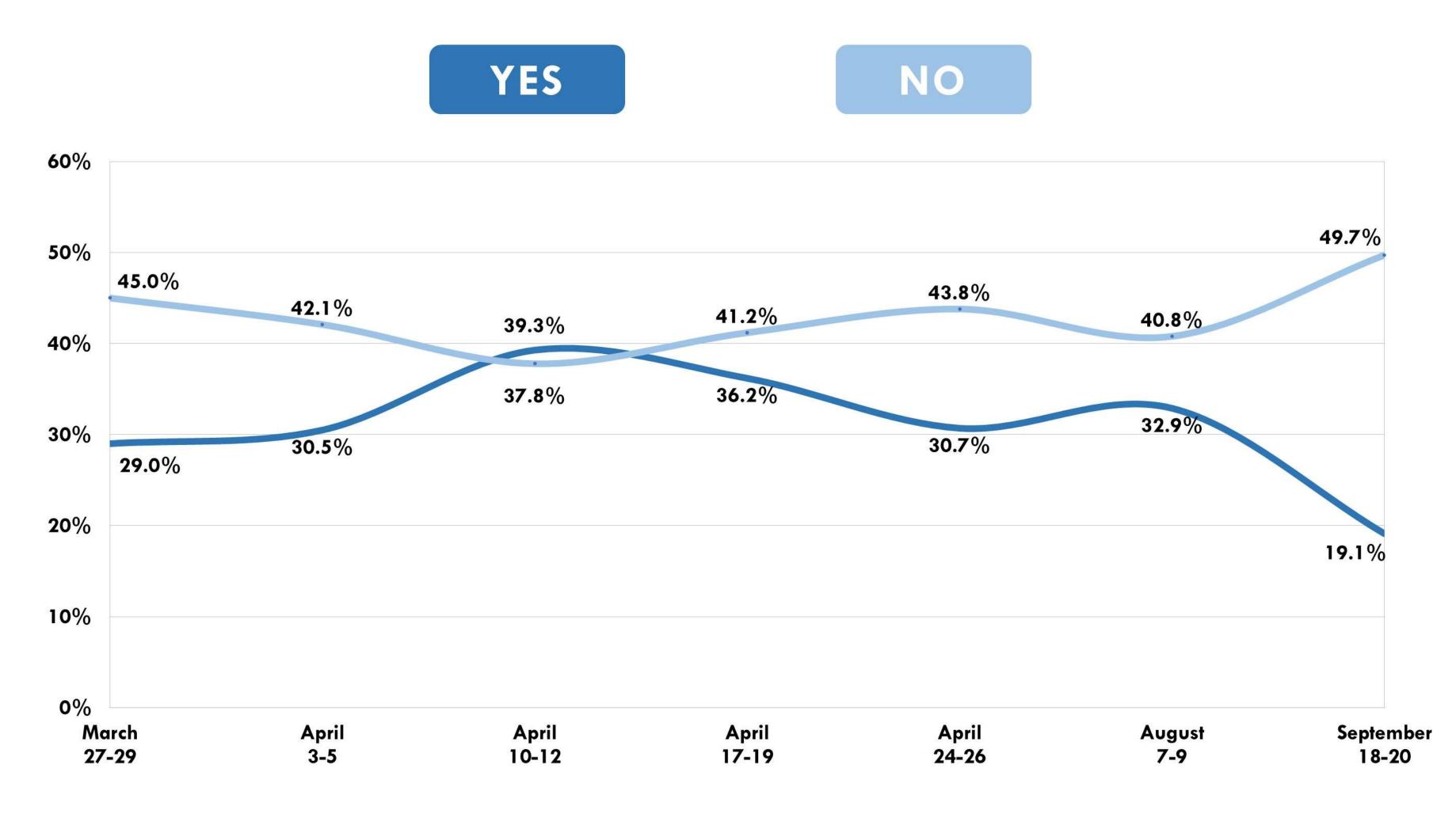


# EXPECTATIONS TO CHANGE TRAVEL DESTINATIONS AFTER THE PANDEMIC

Question: When the coronavirus situation is resolved, do you expect that you will change the types of travel destinations you choose to visit?

(Please think about changes you might make in the SIX (6) MONTH period after the coronavirus situation is resolved)

(Base: Waves 3-7, 22 and 28 data. All respondents, 1,201, 1,216, 1,263, 1,238, 1,208, 1,201, and 1,200 completed surveys)





# KEY TAKEAWAYS

- There's a stability and holding pattern in many ways Americans view the pandemic and travel right now
- Unlike the early months of coronavirus, less than half of American travelers now consider major tenets of a trip to be unsafe. Overall perceptions of travel's safety remain at the lowest levels they have been during the pandemic
- Openness to travel continues to bloom. The level of excitement for learning about new travel experiences or destinations to visit is once again at a pandemic-period high
- Far fewer Americans are saying they are going to change the types of travel destinations they choose to visit postpandemic

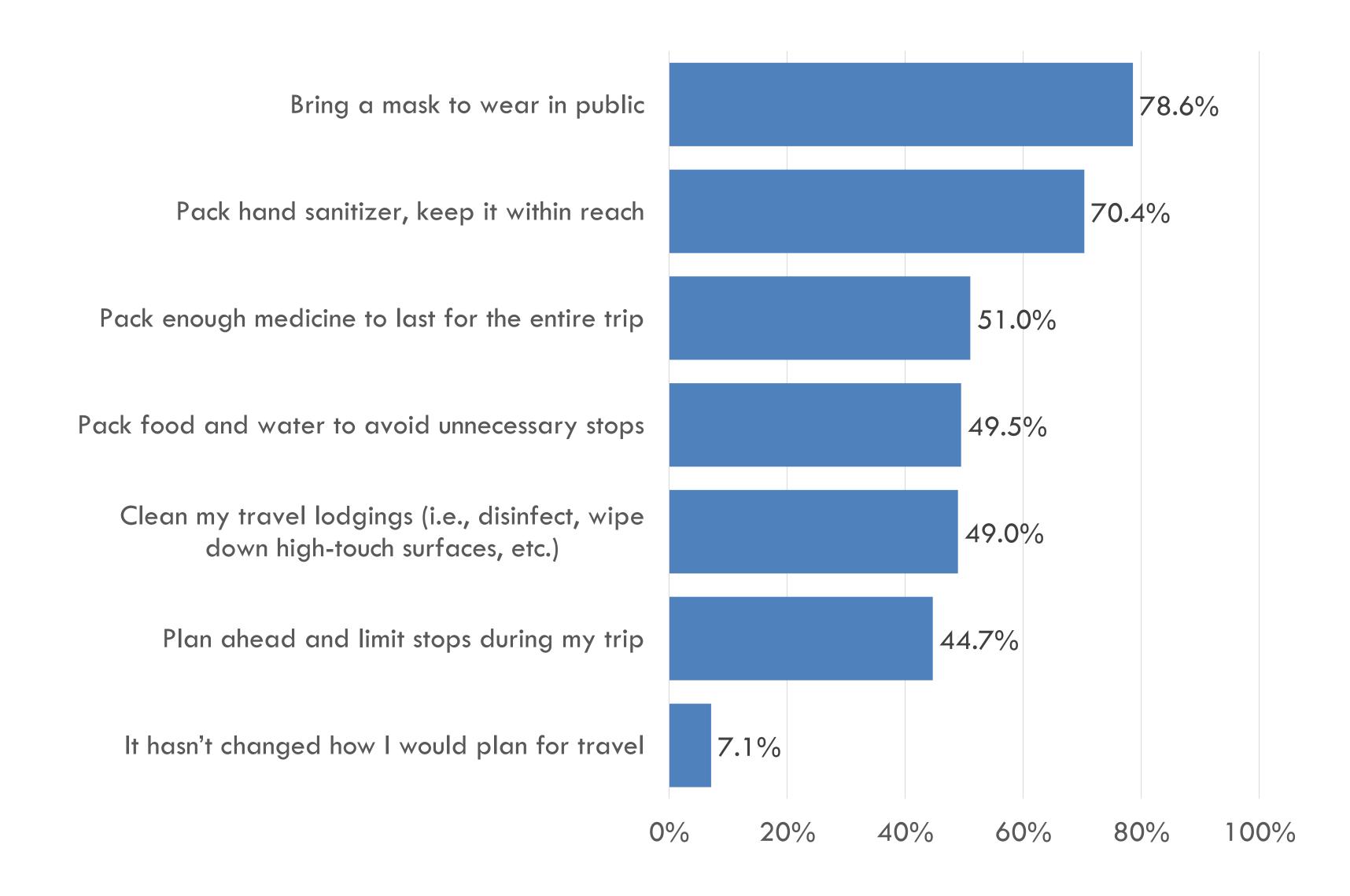




#### PANDEMIC'S IMPACT ON TRAVEL PLANNING

Question: How (if at all) has the coronavirus situation affected the way you would plan before traveling? (Select all that apply)

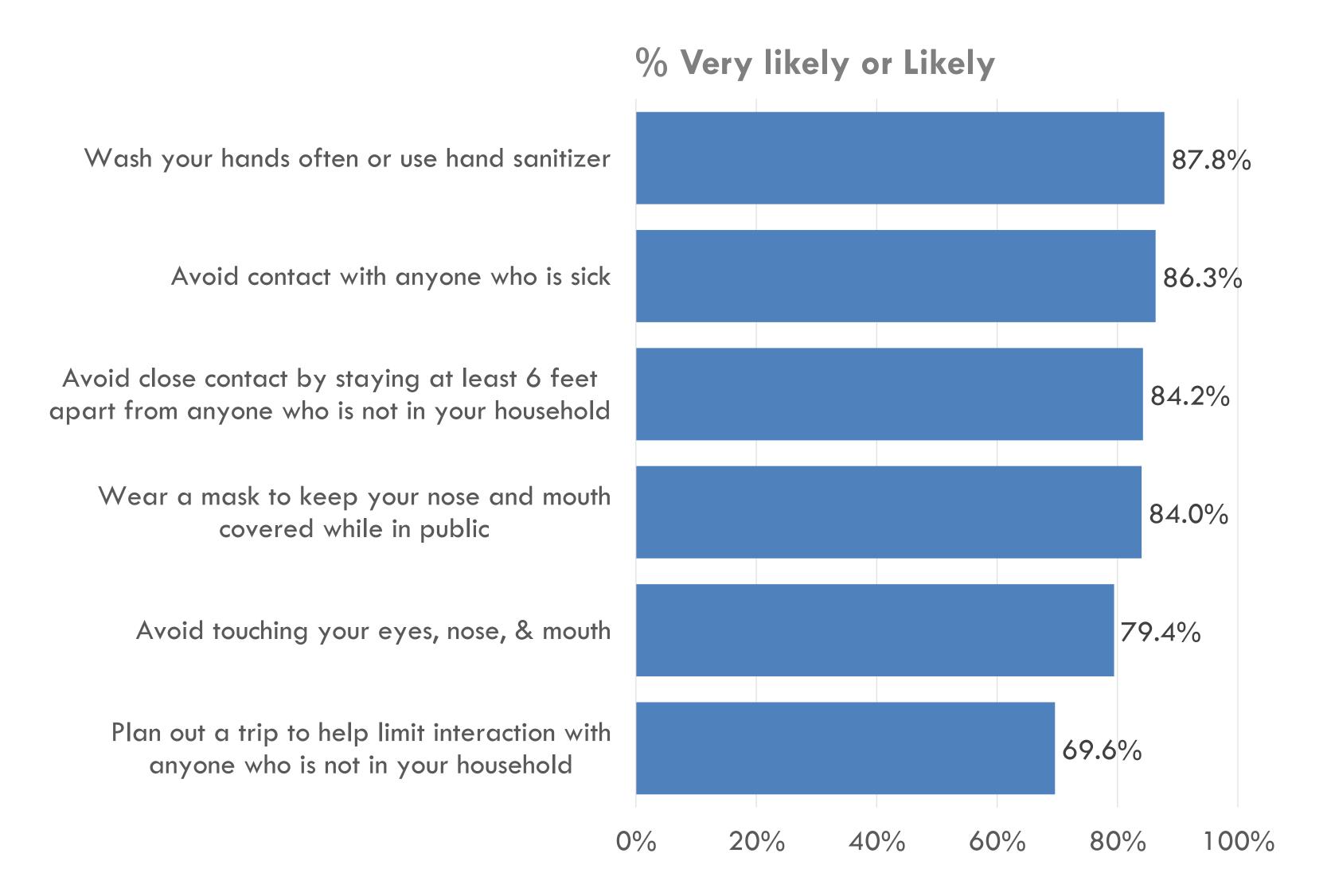
Due to the coronavirus situation, If I were traveling, I would plan to





## LIKELY TRAVEL BEHAVIORS

Question: At this moment, how likely would you be to do each of the following if traveling?

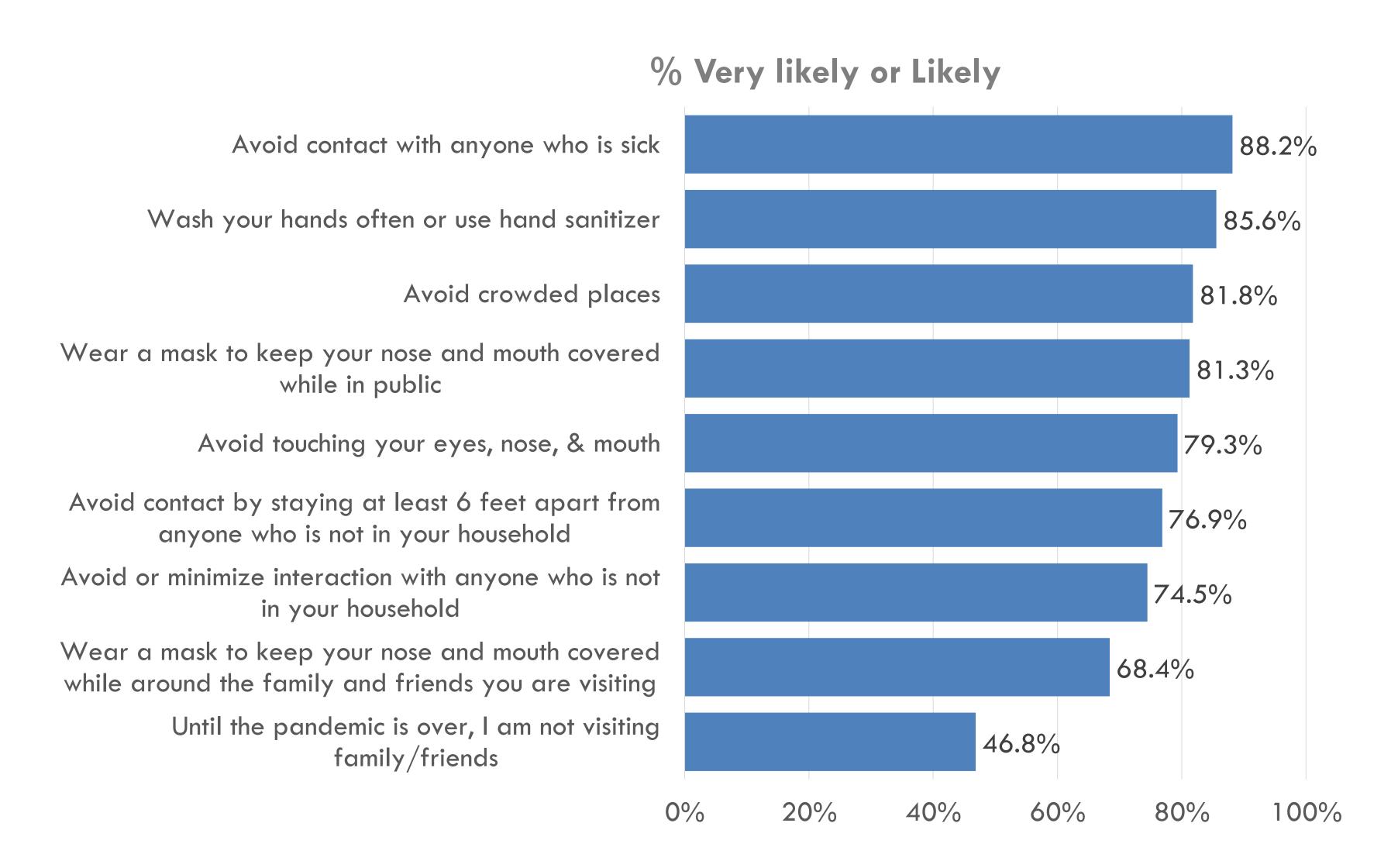




#### LIKELY BEHAVIORS FOR VISITING FRIENDS & FAMILY

Question: For the next question, please consider your friends and family who might live outside your current place of residence.

At this moment, how likely would you be to do each of the following if spending time with your family/friends?





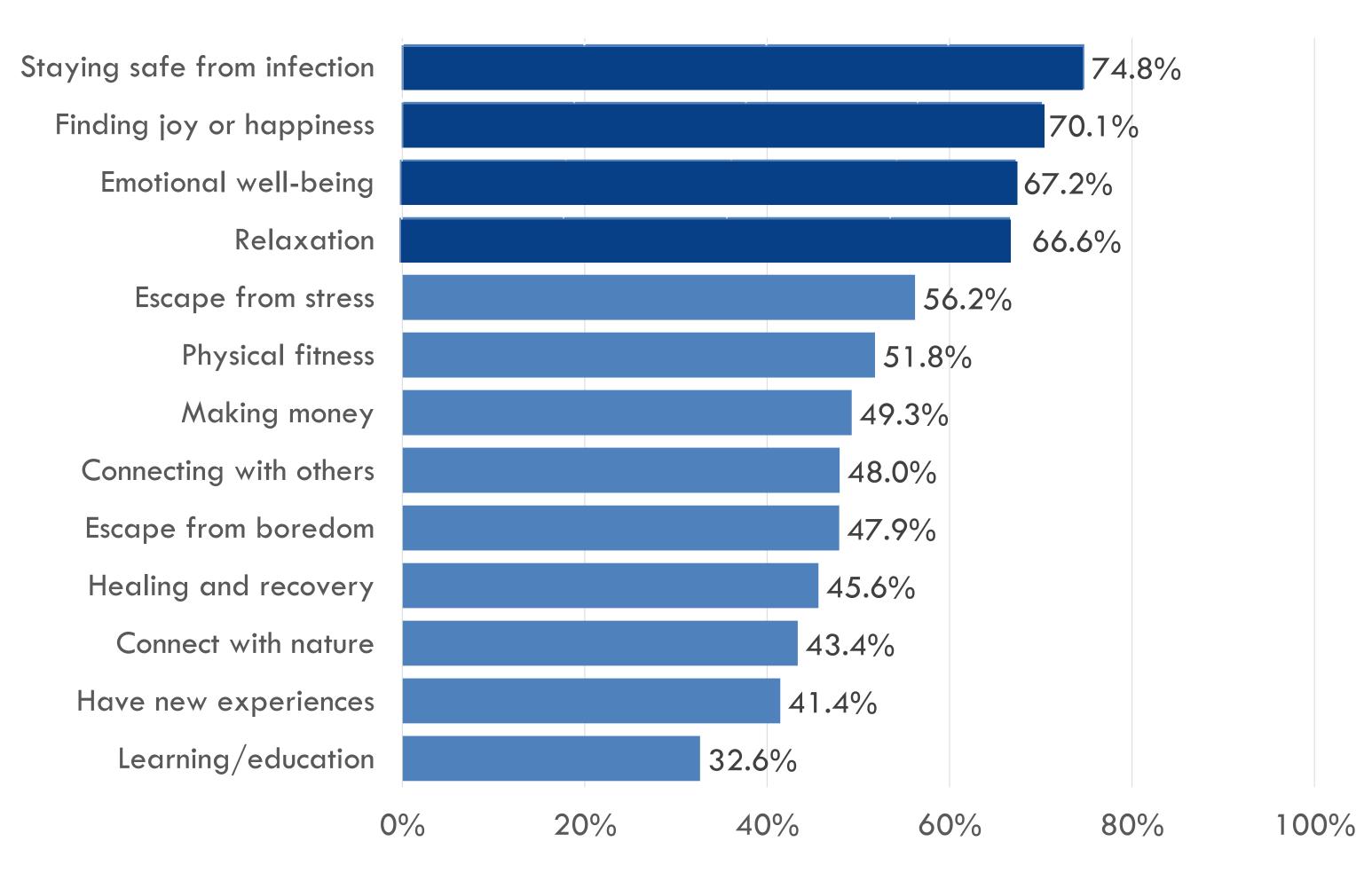


#### LIFESTYLE PRIORITIES

Question: Tell us about your lifestyle priorities in the next six months. However you personally define each, use the scale provided to indicate how you will prioritize these in the next SIX (6) MONTHS.

(Base: Wave 28 data. All respondents, 1,200 completed surveys. Data collected September 18-20, 2020)

#### % High priority or Essential priority



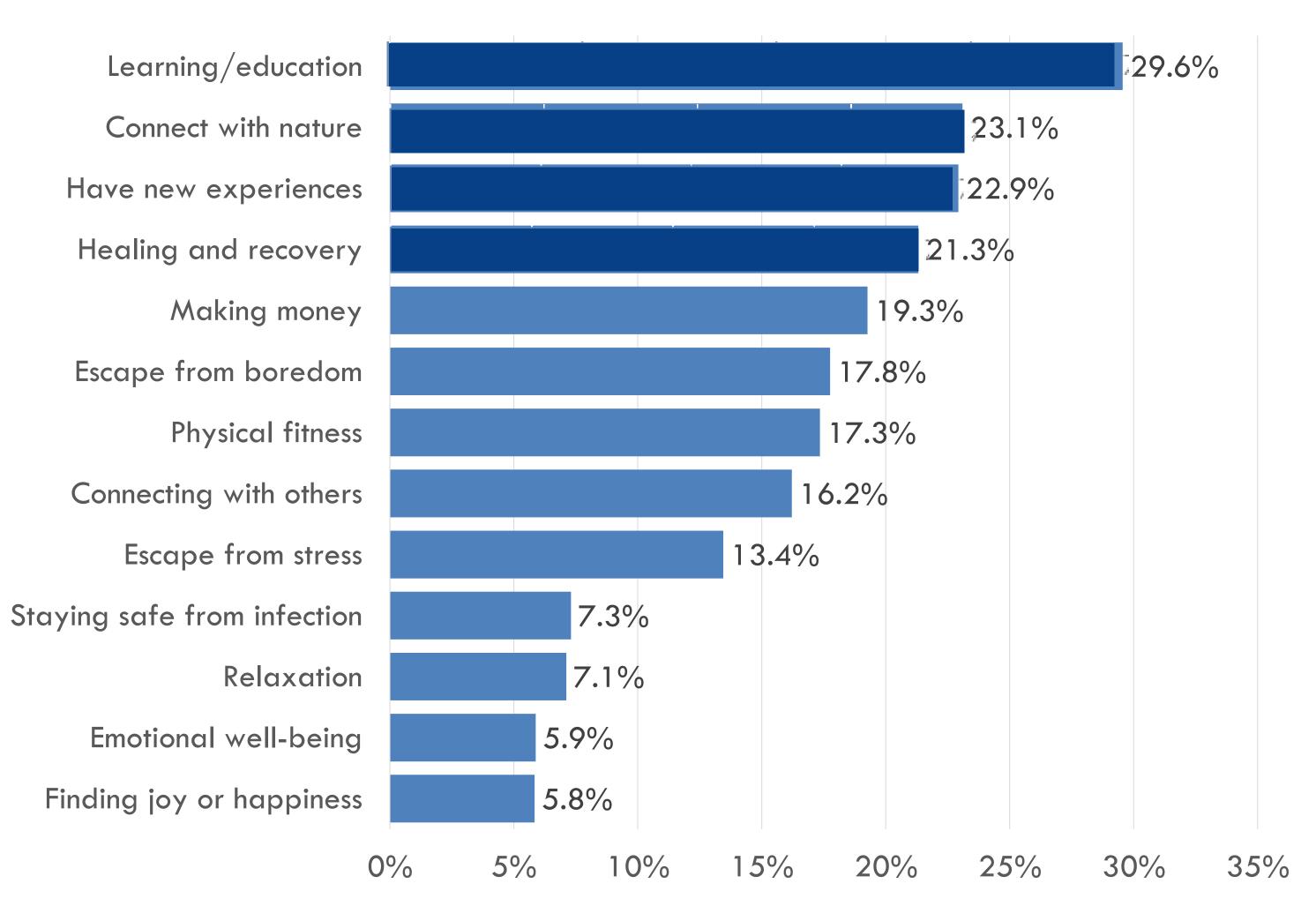


#### LIFESTYLE PRIORITIES: THE FLIP-SIDE

Question: Tell us about your lifestyle priorities in the next six months. However you personally define each, use the scale provided to indicate how you will prioritize these in the next SIX (6) MONTHS.

(Base: Wave 28 data. All respondents, 1,200 completed surveys. Data collected September 18-20, 2020)

#### % Low priority or Not a priority





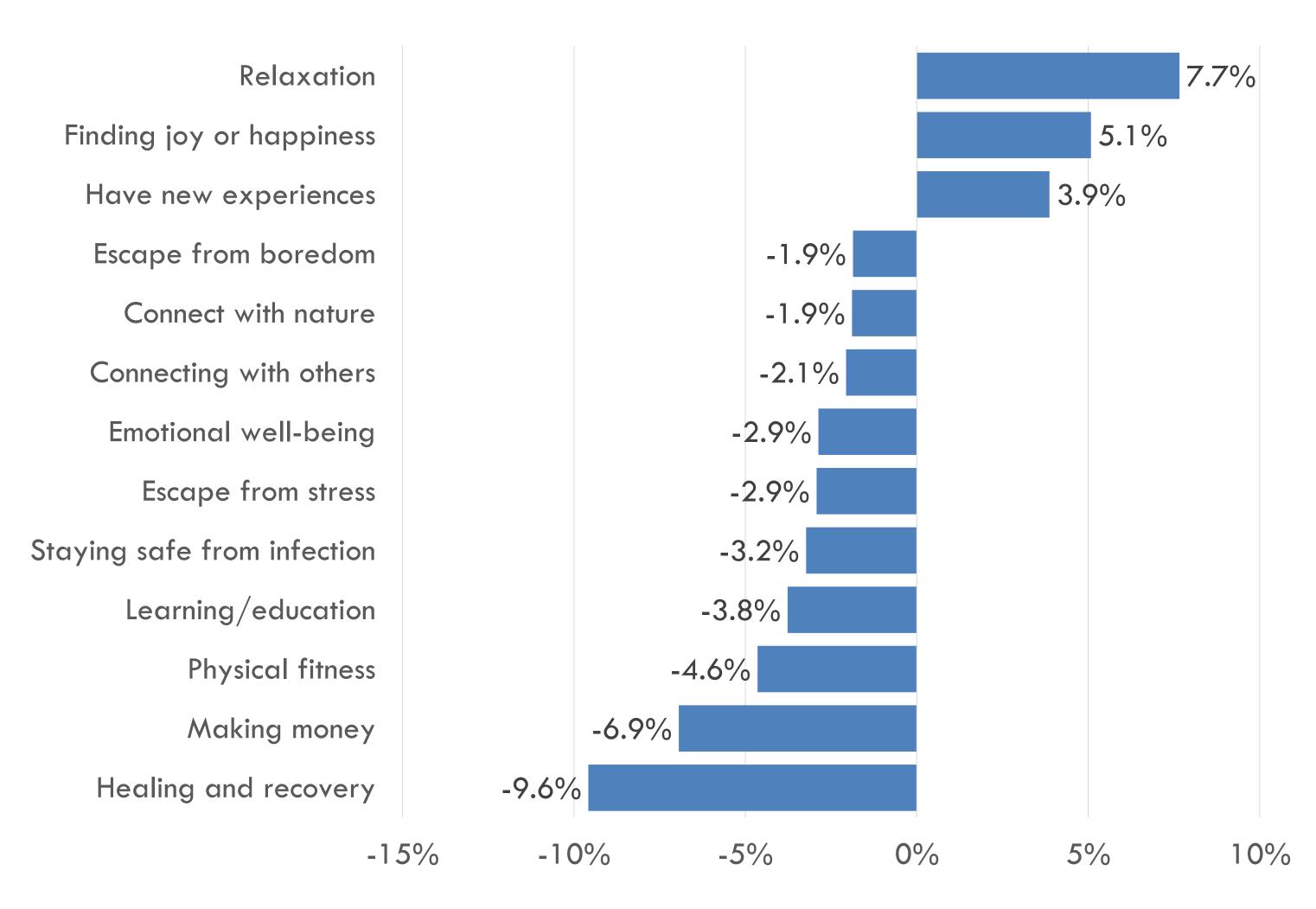
#### LIFESTYLE PRIORITIES: WHAT'S CHANGING?

Question: Tell us about your lifestyle priorities in the next six months. However you personally define each, use the scale provided to indicate how you will prioritize these in the next SIX (6) MONTHS.

(Base: Wave 28 data. All respondents, 1,200 completed surveys. Data collected

September 18-20, 2020)

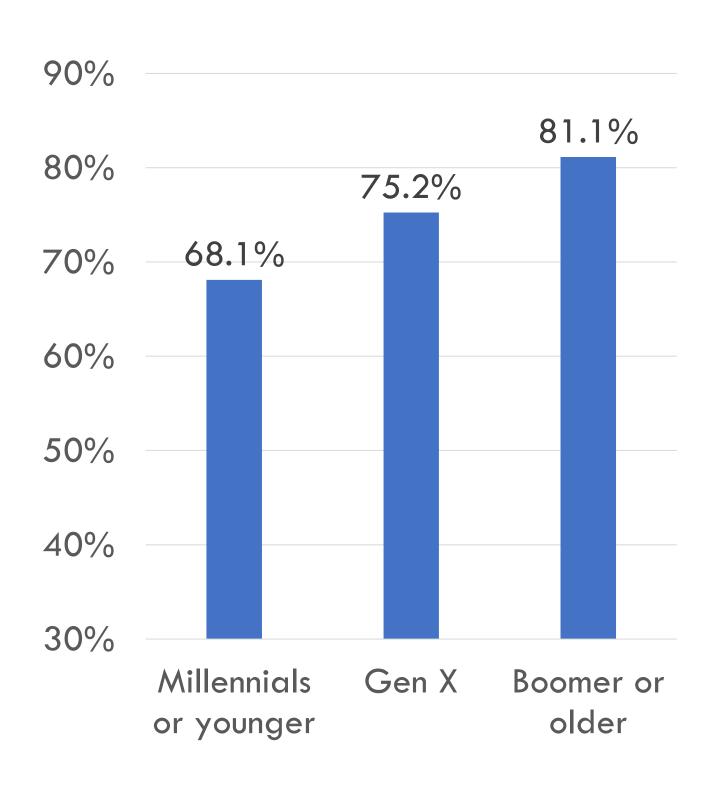
#### Absolute Change from April 2020



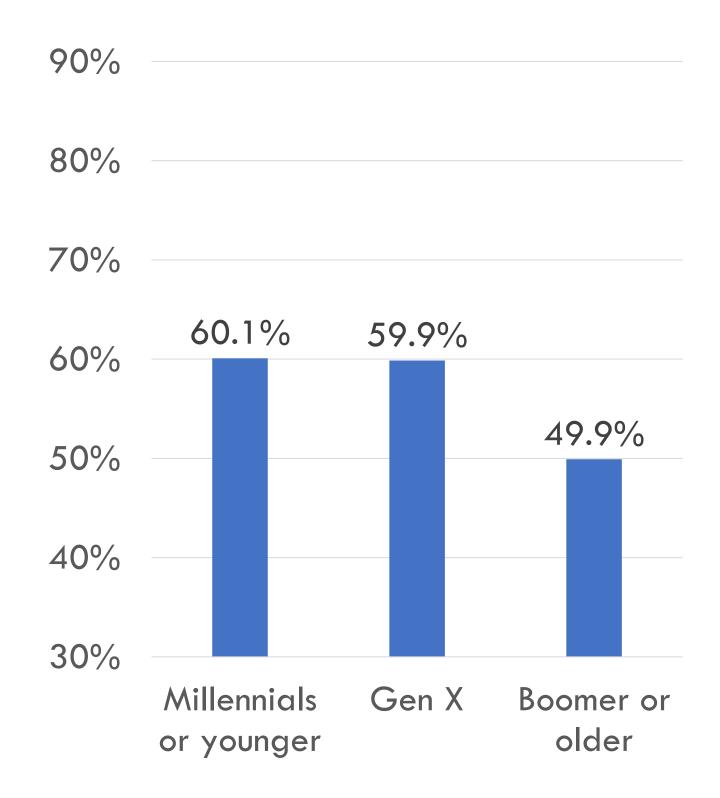


#### LIFESTYLE PRIORITIES: BY GENERATION

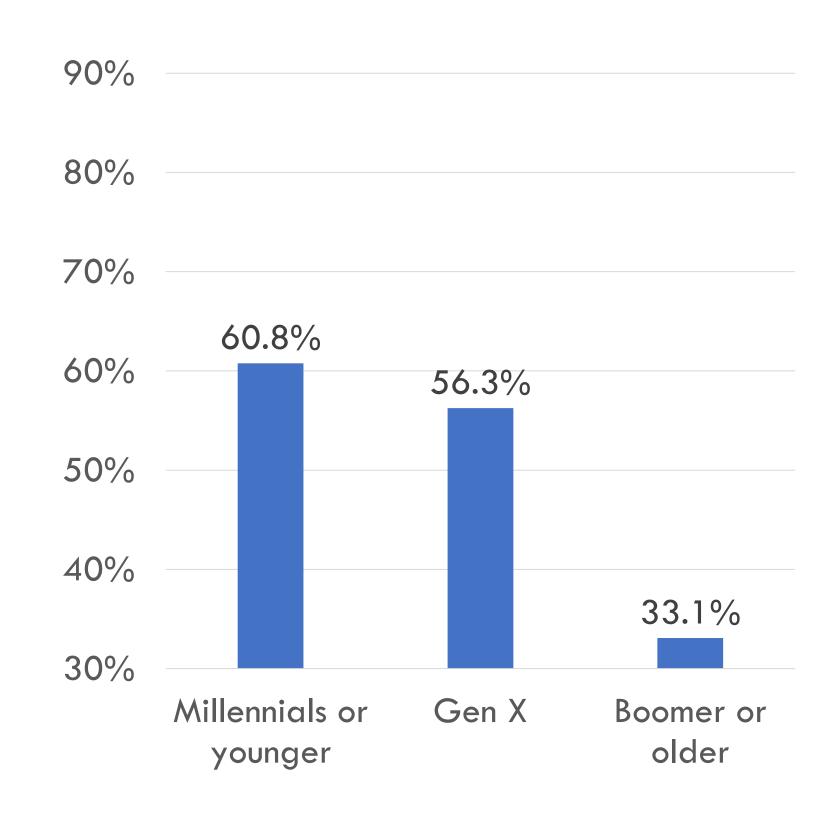
#### Staying Safe from Infection



#### **Escape from Stress**



#### **Making Money**

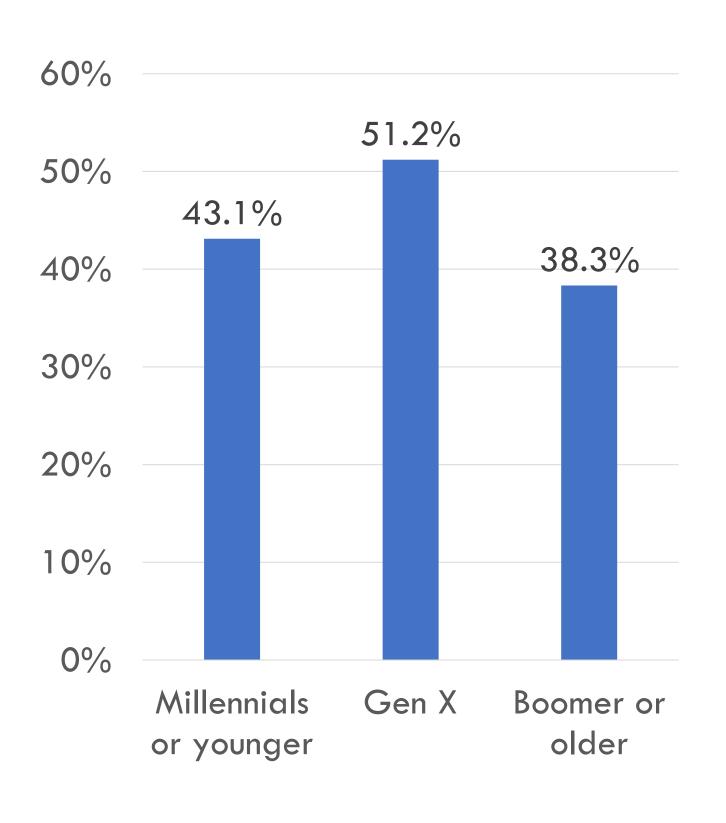


#### % High priority or Essential priority

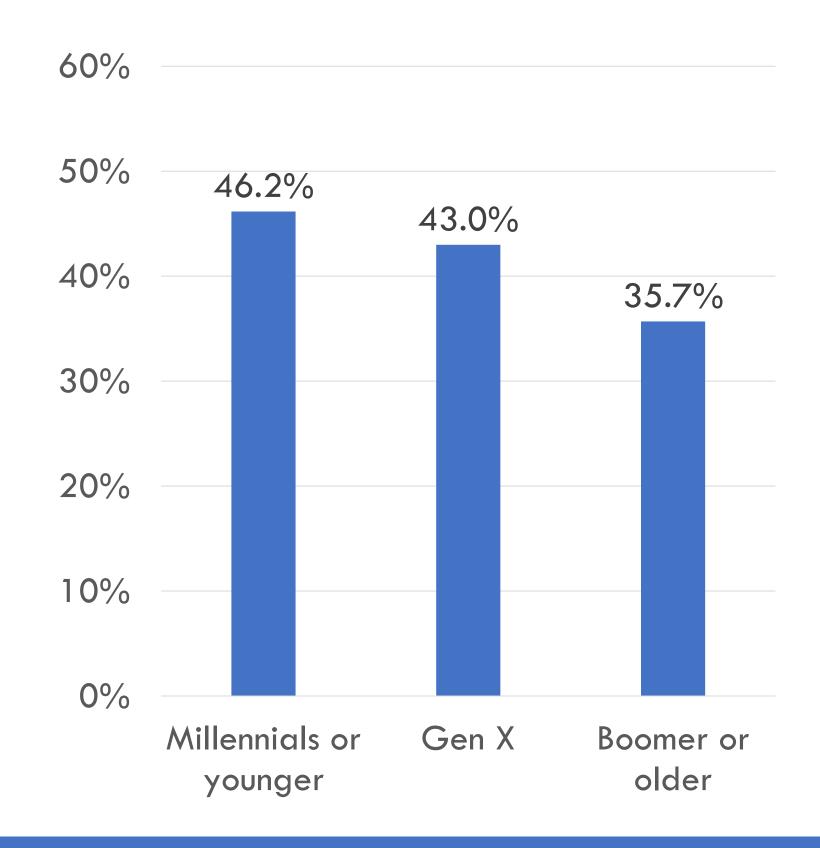


#### LIFESTYLE PRIORITIES: BY GENERATION

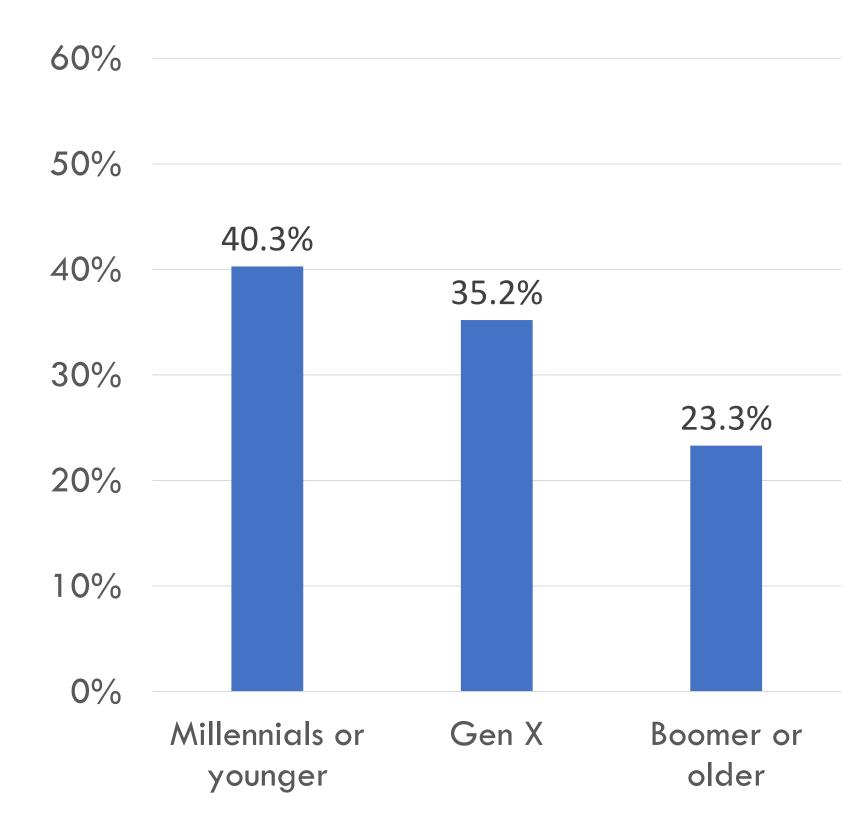
#### **Connect with Nature**



#### Have New Experiences



#### Learning/Education

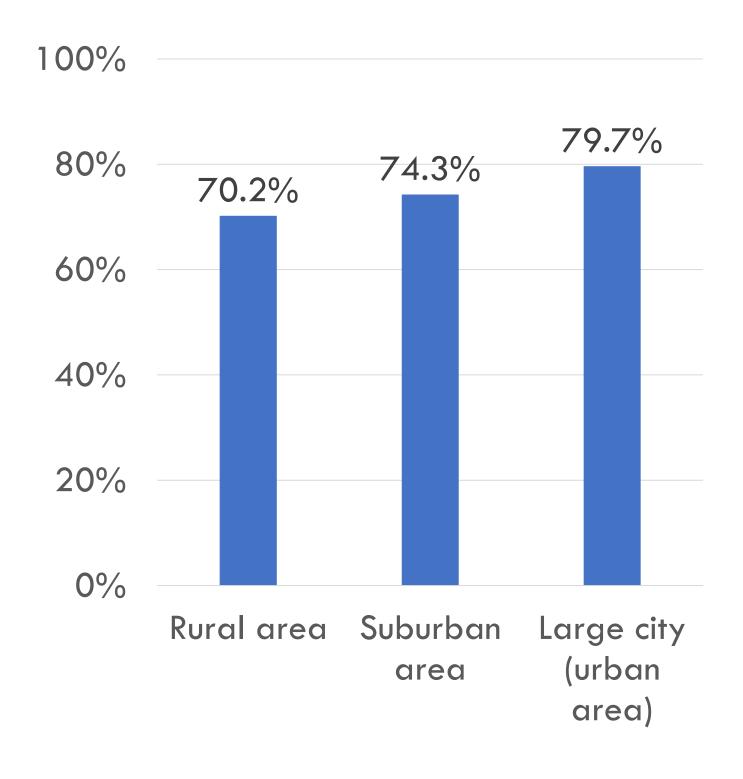


#### % High priority or Essential priority

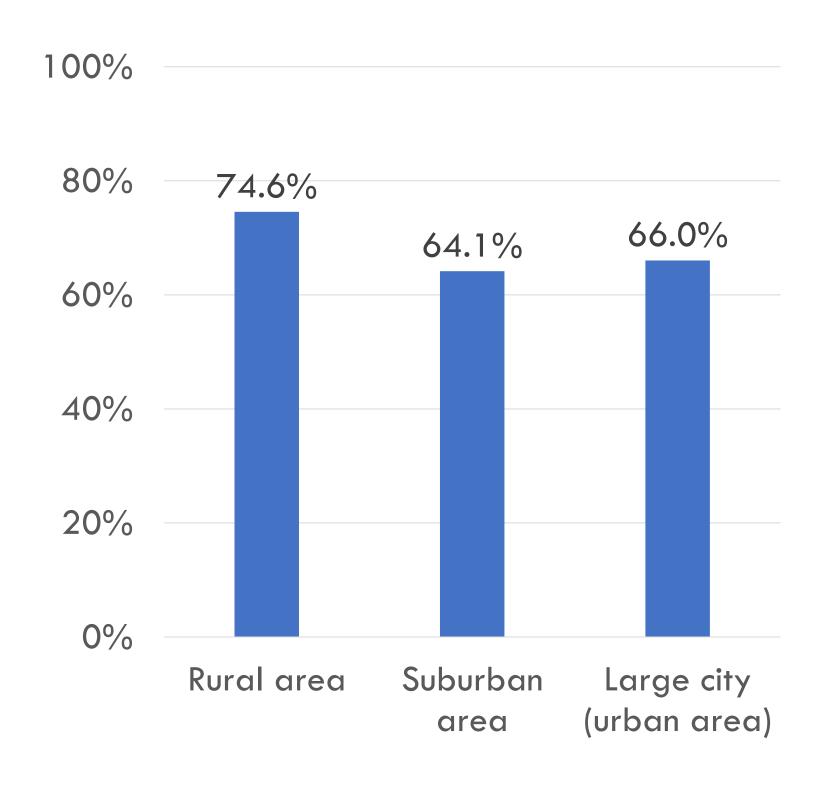


#### LIFESTYLE PRIORITIES: PLACE OF RESIDENCE

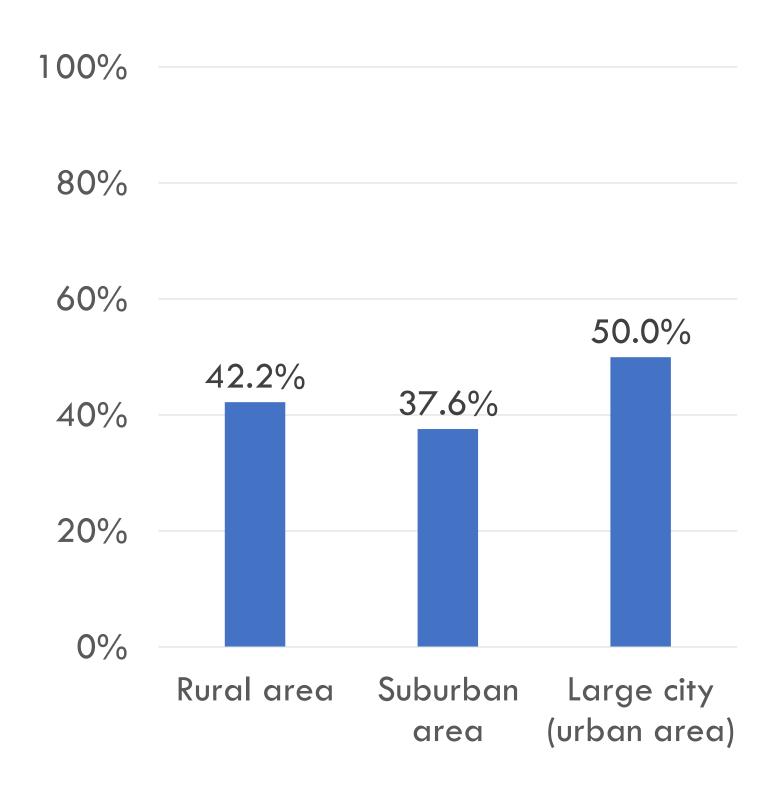
#### Staying Safe from Infection



#### Relaxation



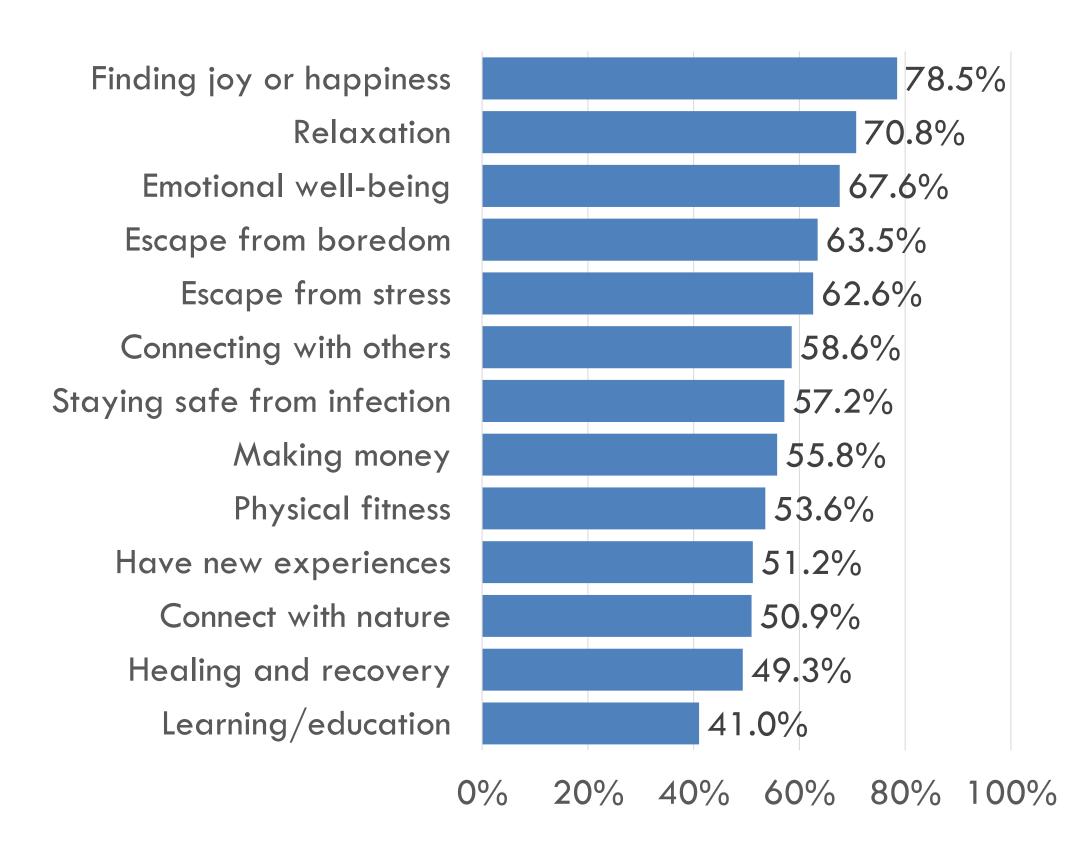
#### **New Experiences**



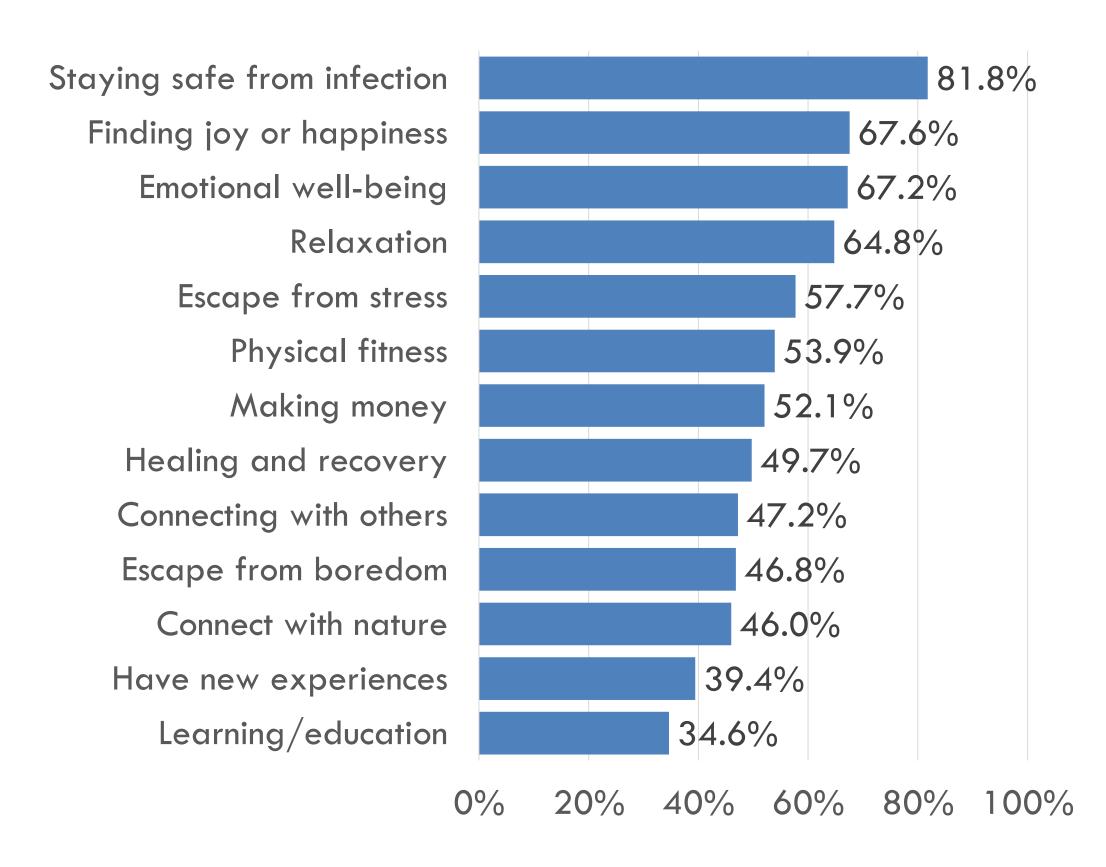
#### % High priority or Essential priority



#### Already Traveling/Ready without Hesitation



#### **Need More Time or A Lot More Time**



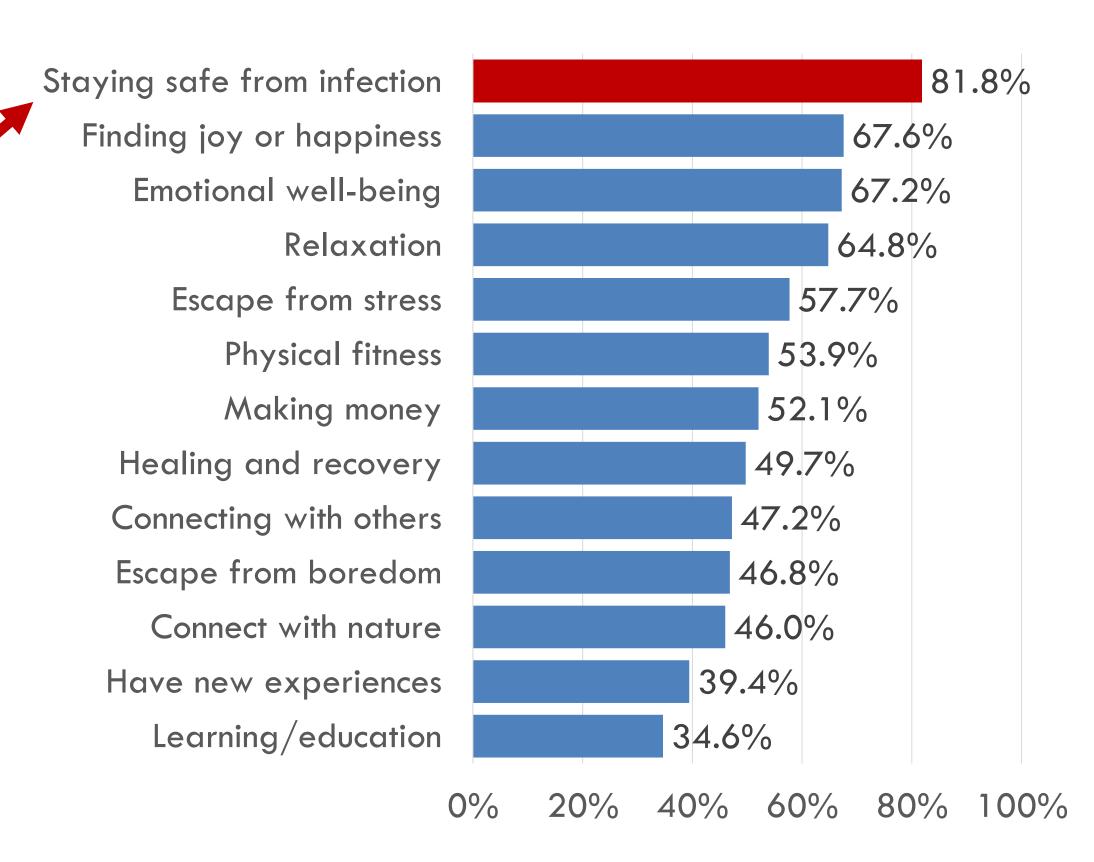
#### % High priority or Essential priority



#### Already Traveling/Ready without Hesitation

#### 78.5% Finding joy or happiness 70.8% Relaxation **Emotional well-being** 67.6% 63.5% Escape from boredom Escape from stress 62.6% 58.6% Connecting with others Staying safe from infection 57.2% 55.8% Making money Physical fitness 53.6% 51.2% Have new experiences Connect with nature 50.9% Healing and recovery 49.3% Learning/education 41.0% 40% 60% 80% 100%

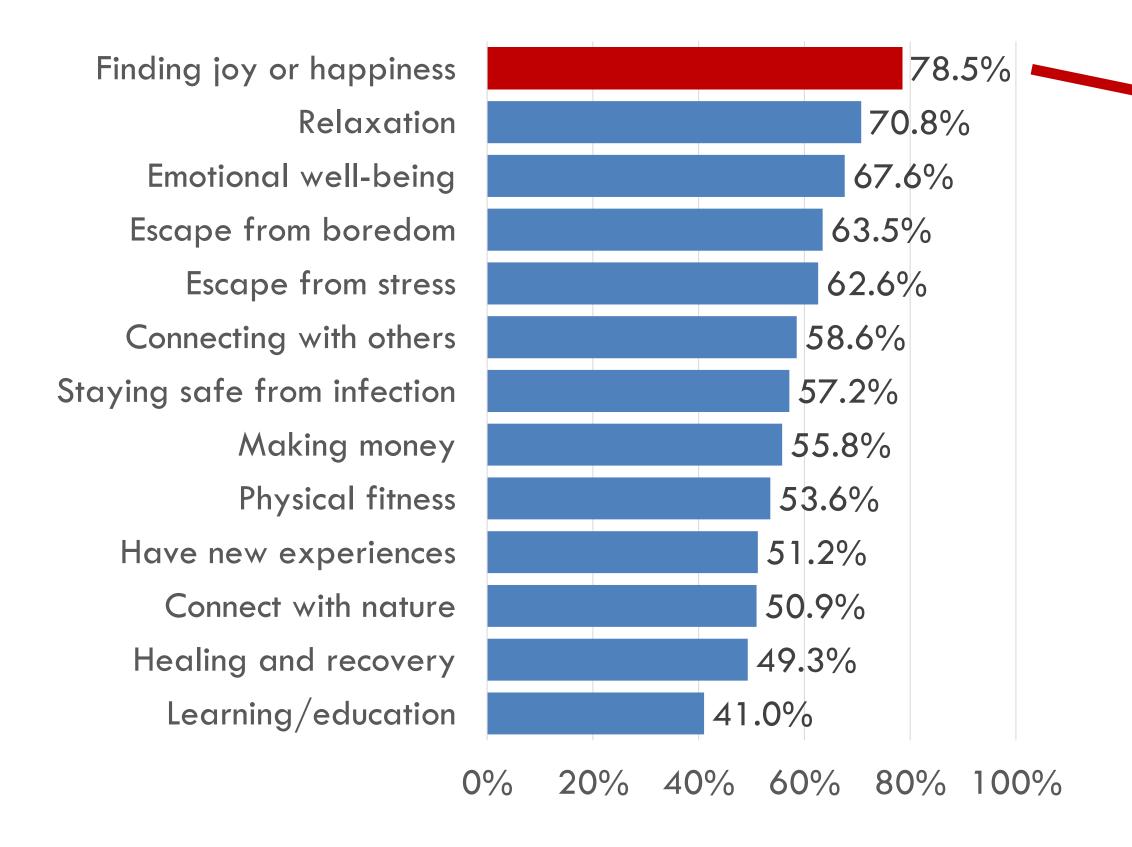
#### **Need More Time or A Lot More Time**



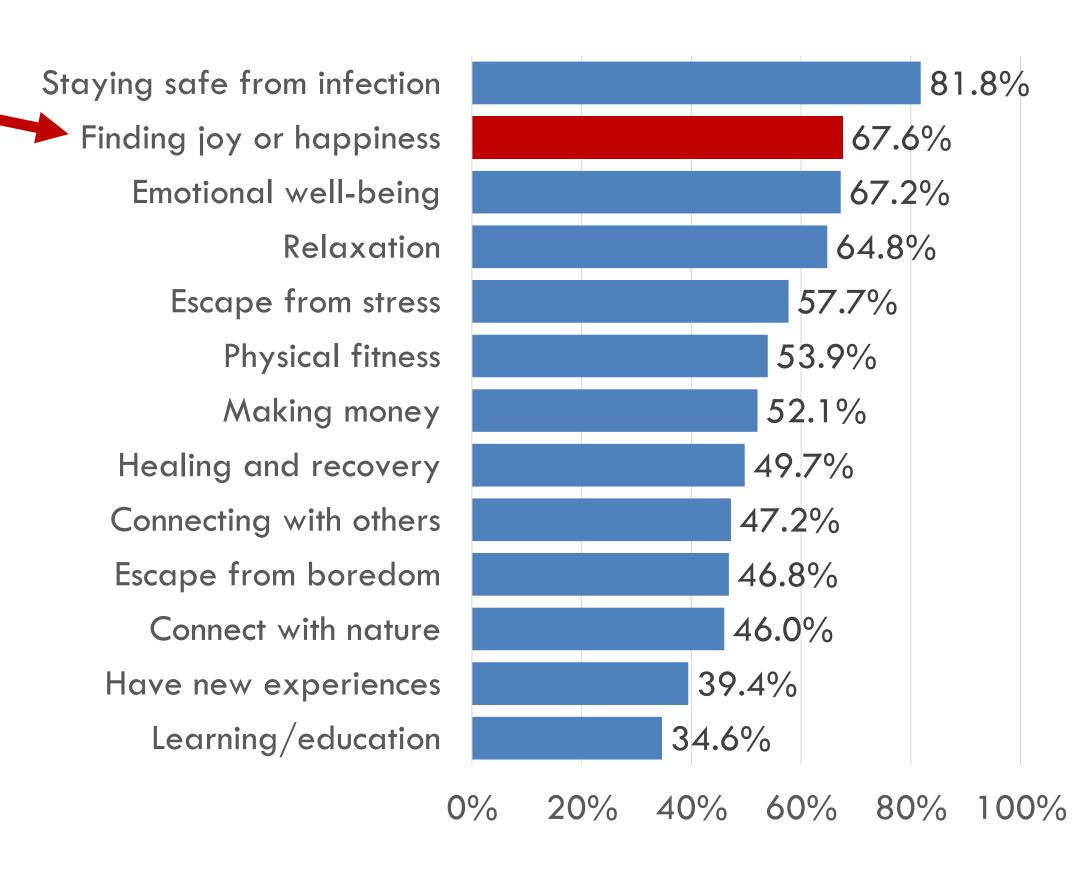
#### % High priority or Essential priority



#### Already Traveling/Ready without Hesitation



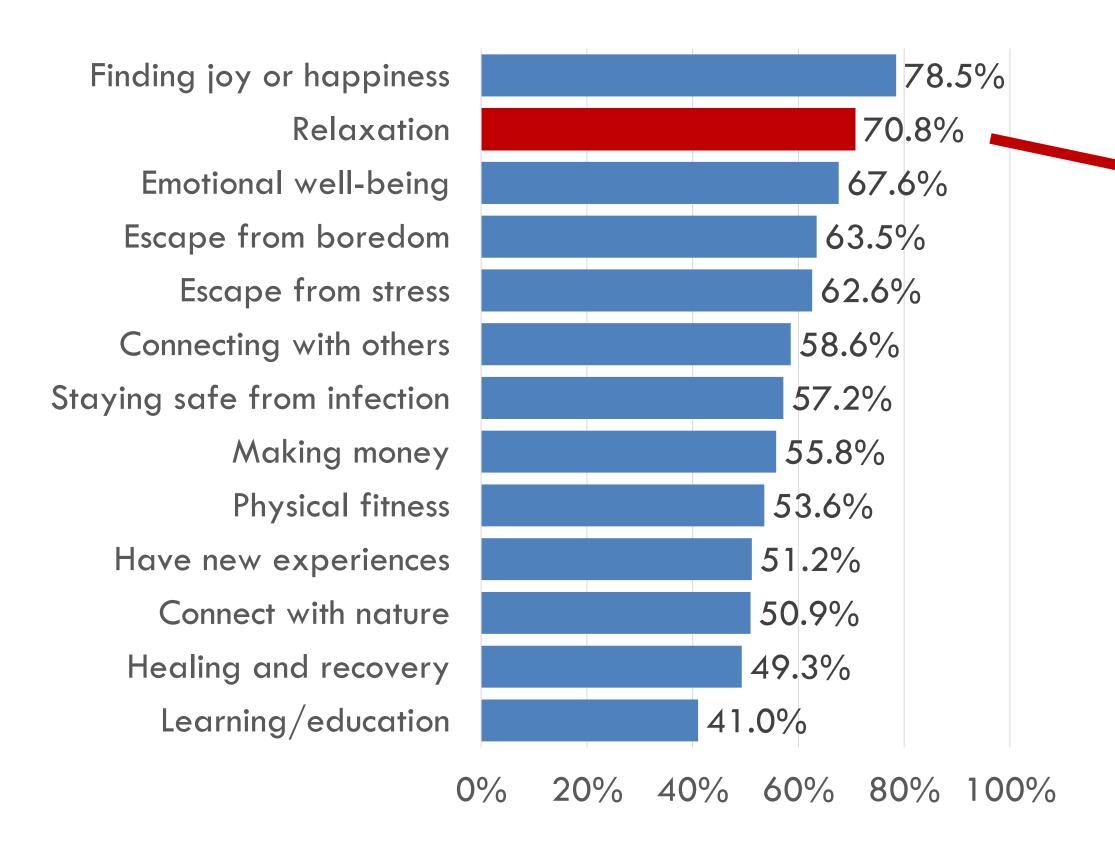
#### **Need More Time or A Lot More Time**



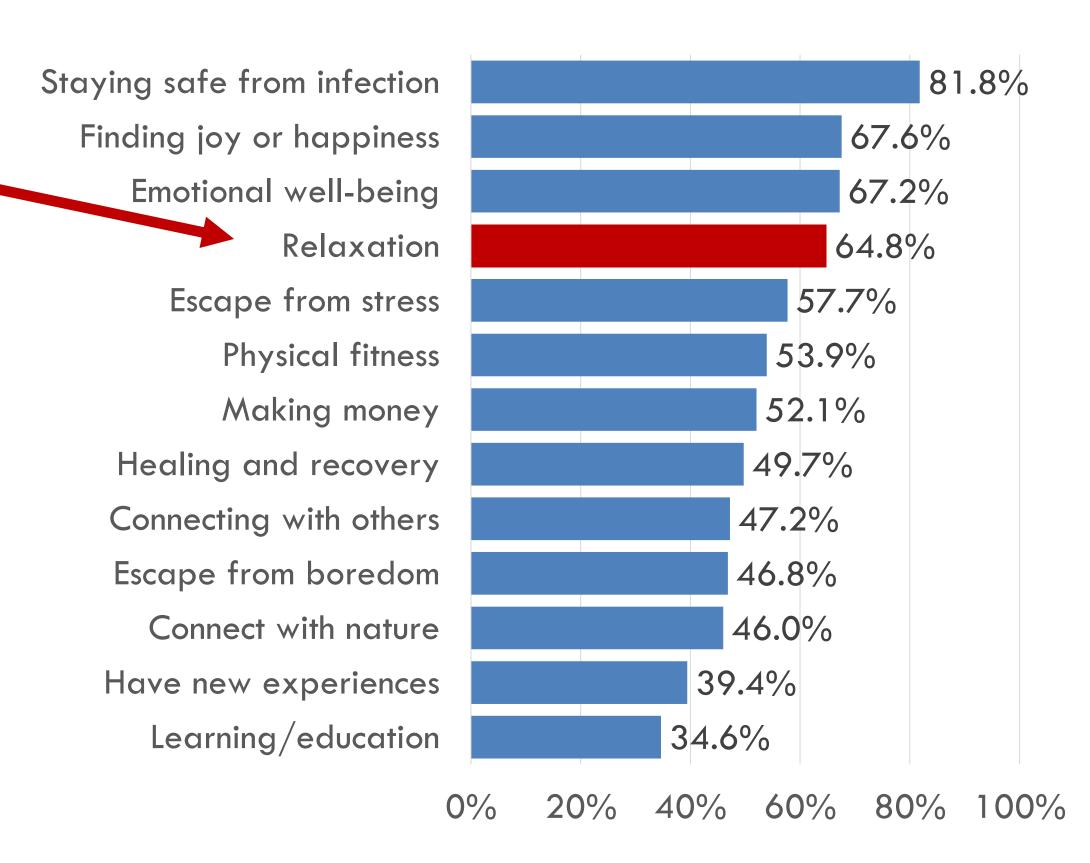
#### % High priority or Essential priority



#### Already Traveling/Ready without Hesitation

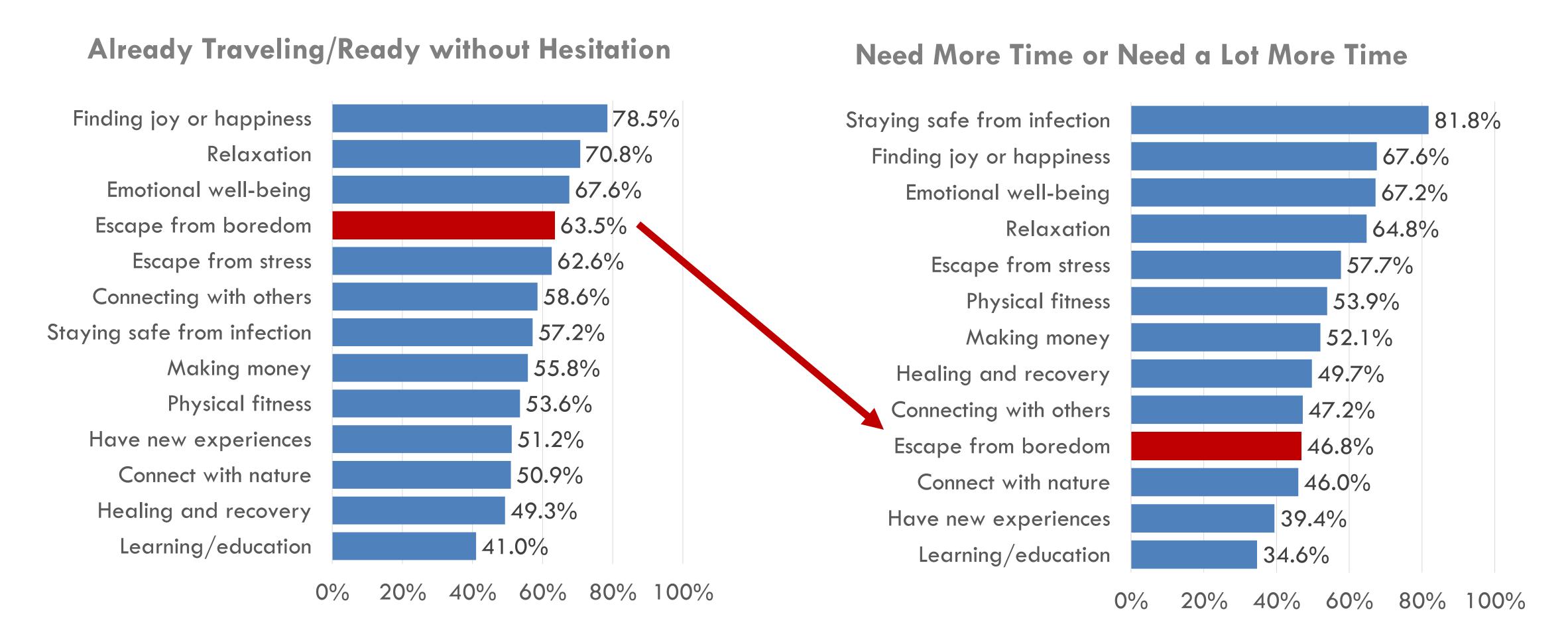


#### **Need More Time or A Lot More Time**



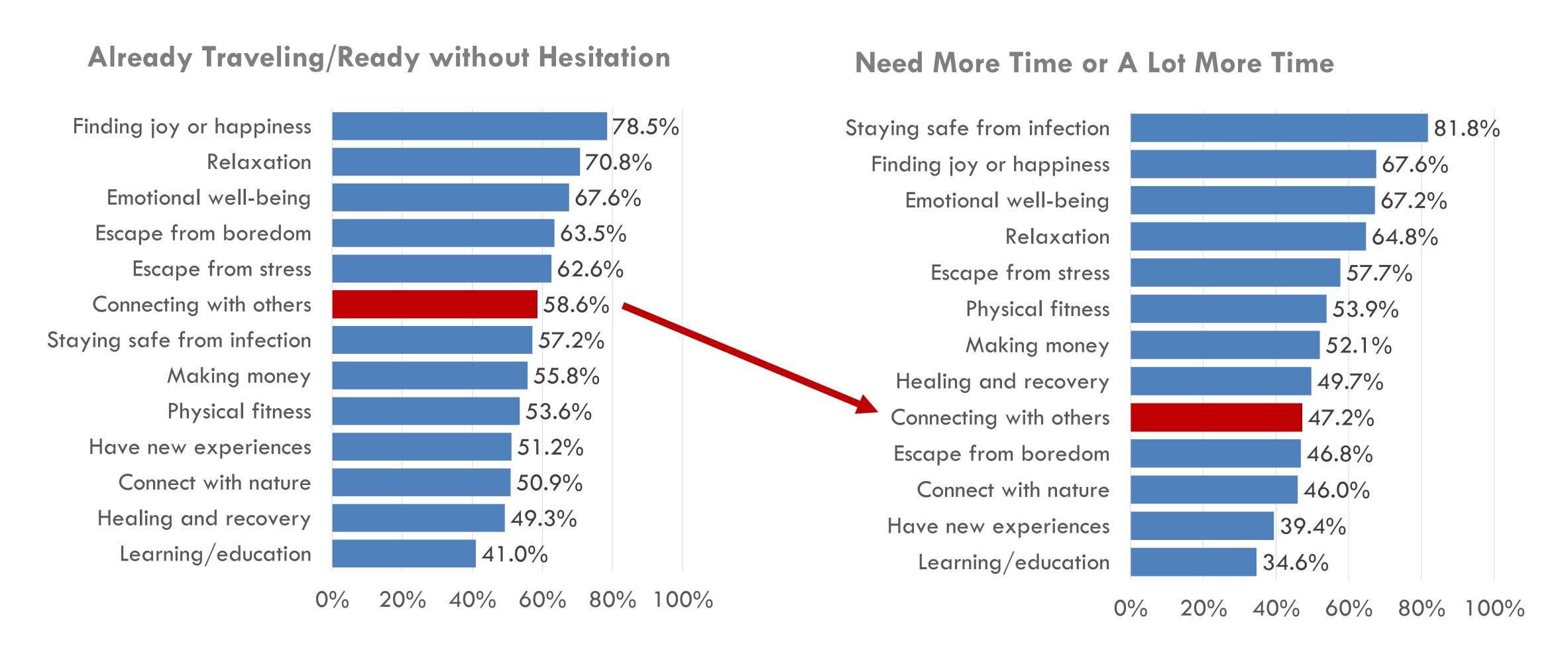
#### % High priority or Essential priority





#### % High priority or Essential priority





#### % High priority or Essential priority





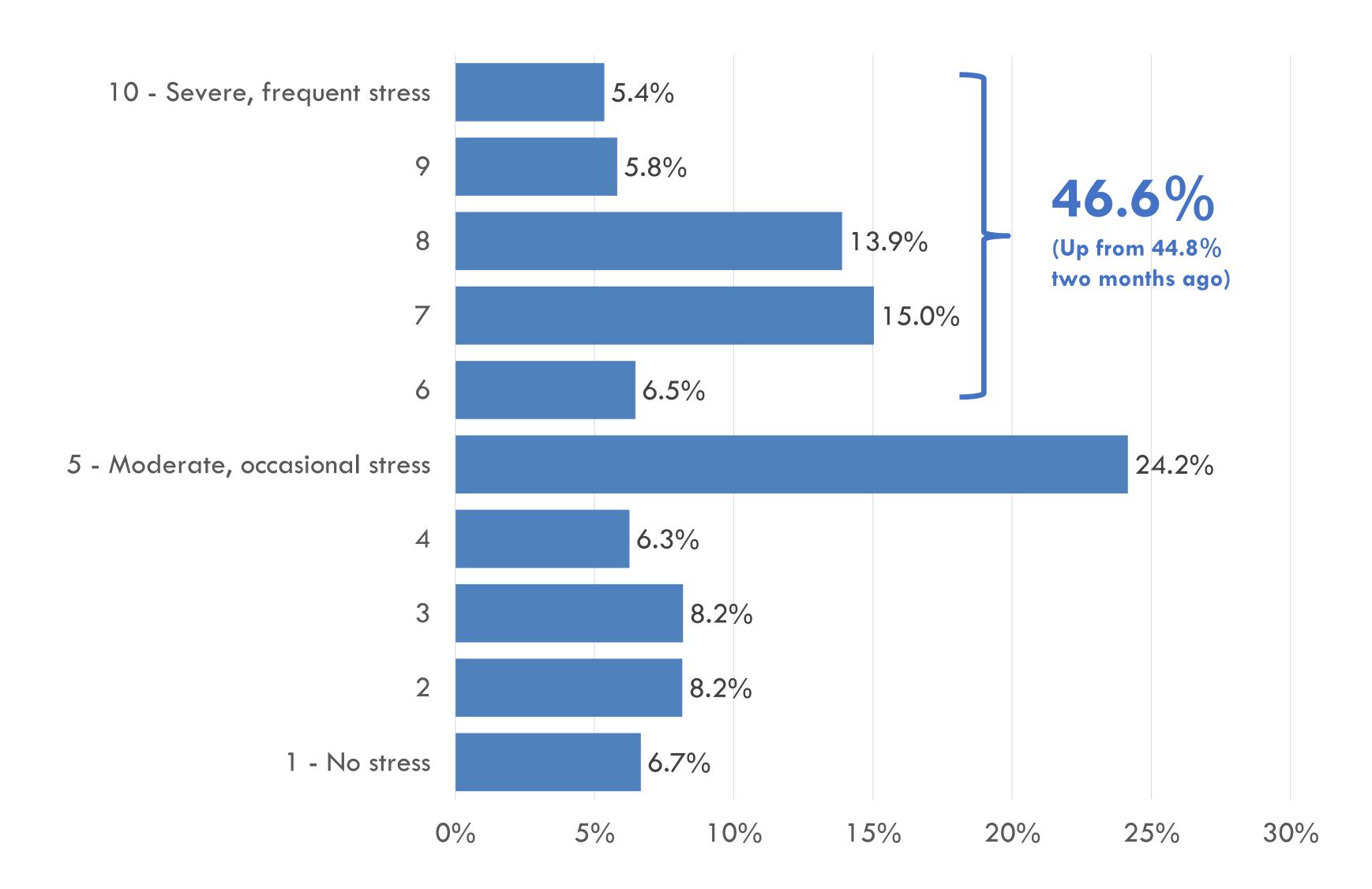
#### DAILY STRESS LEVELS

Question: Thinking about the last month, please rate your average level of daily stress from 1 - 10.

(Base: Wave 28 data. All respondents,

1,200 completed surveys. Data collected

September 18-20, 2020)





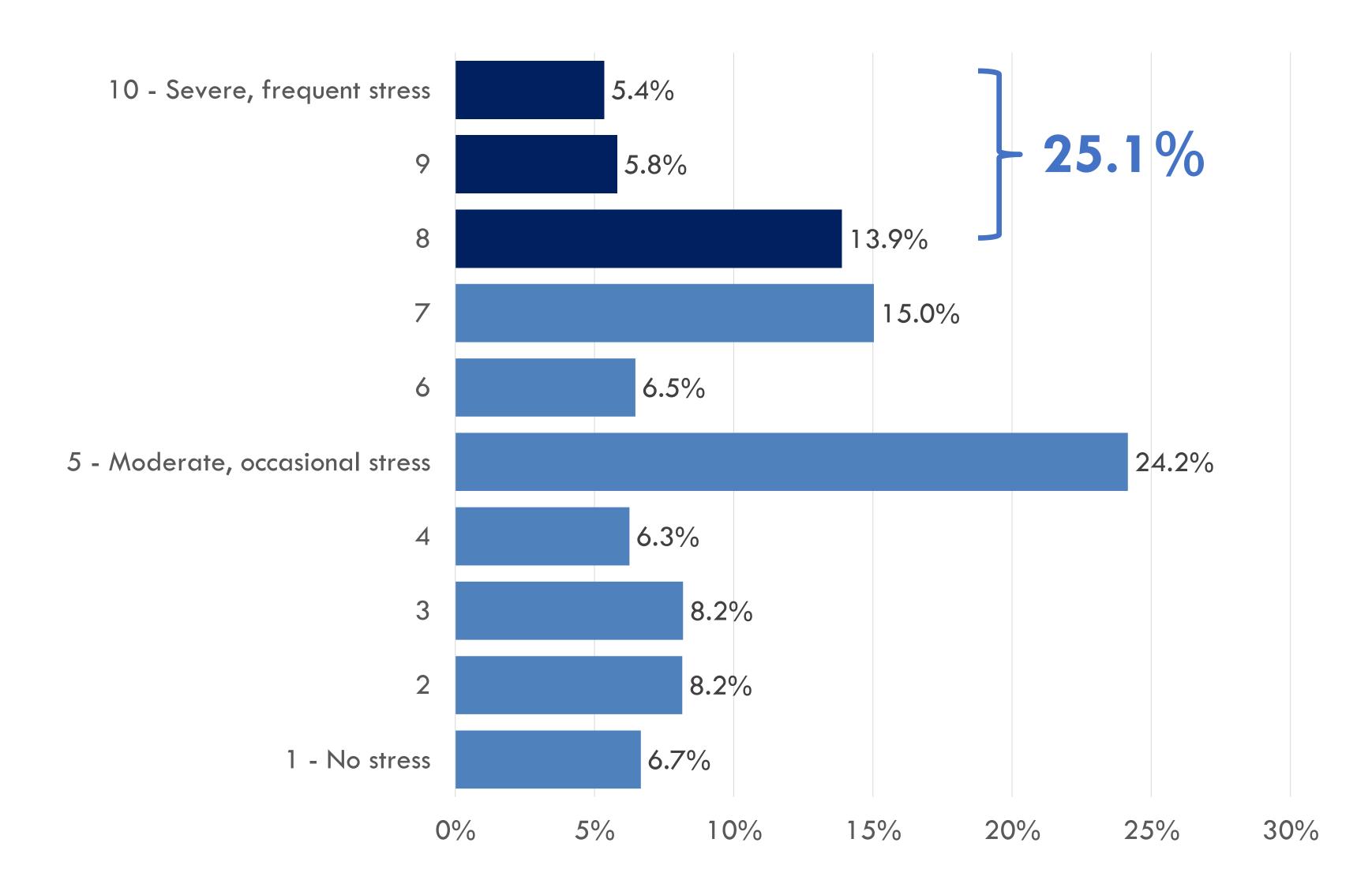
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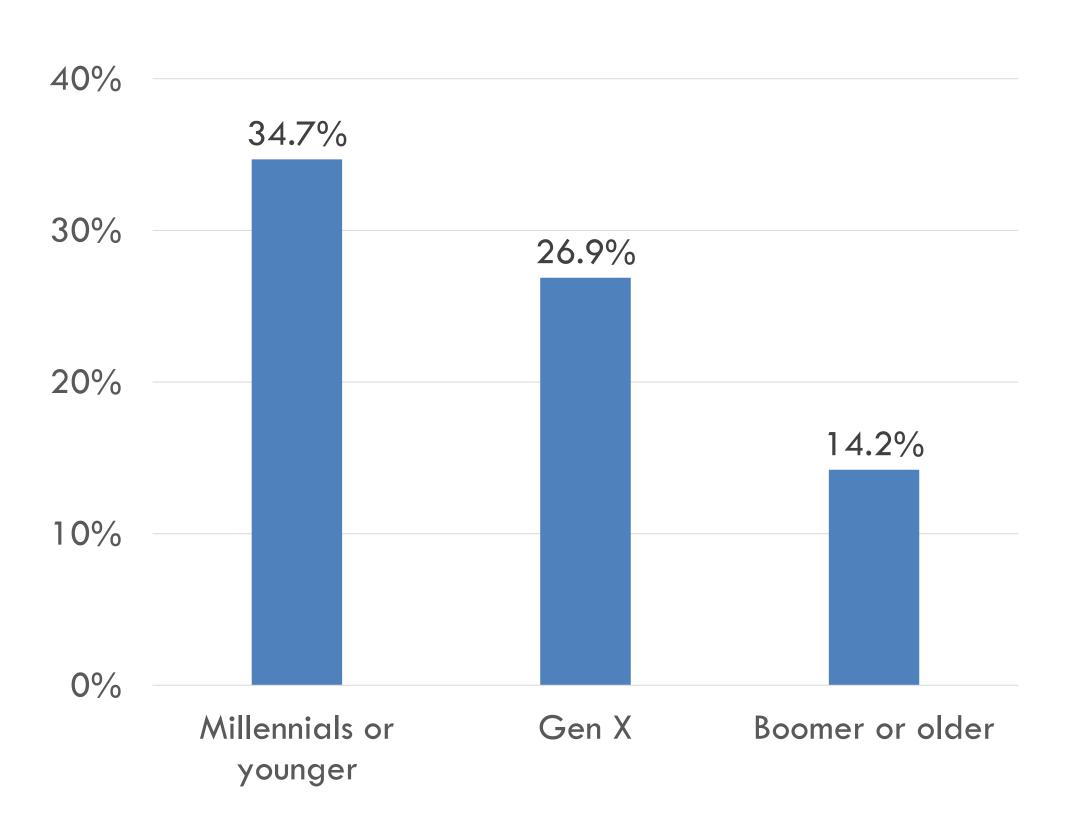




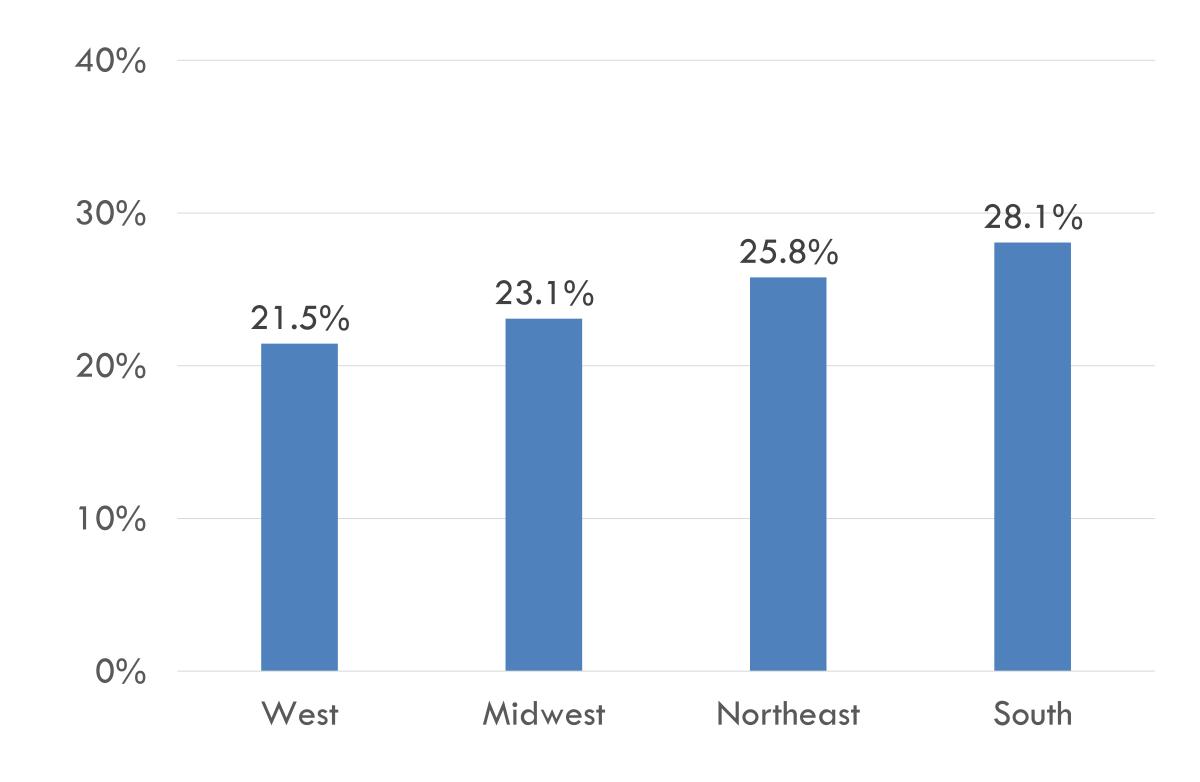
# Who Are the Stress Puppies?



#### Younger travelers

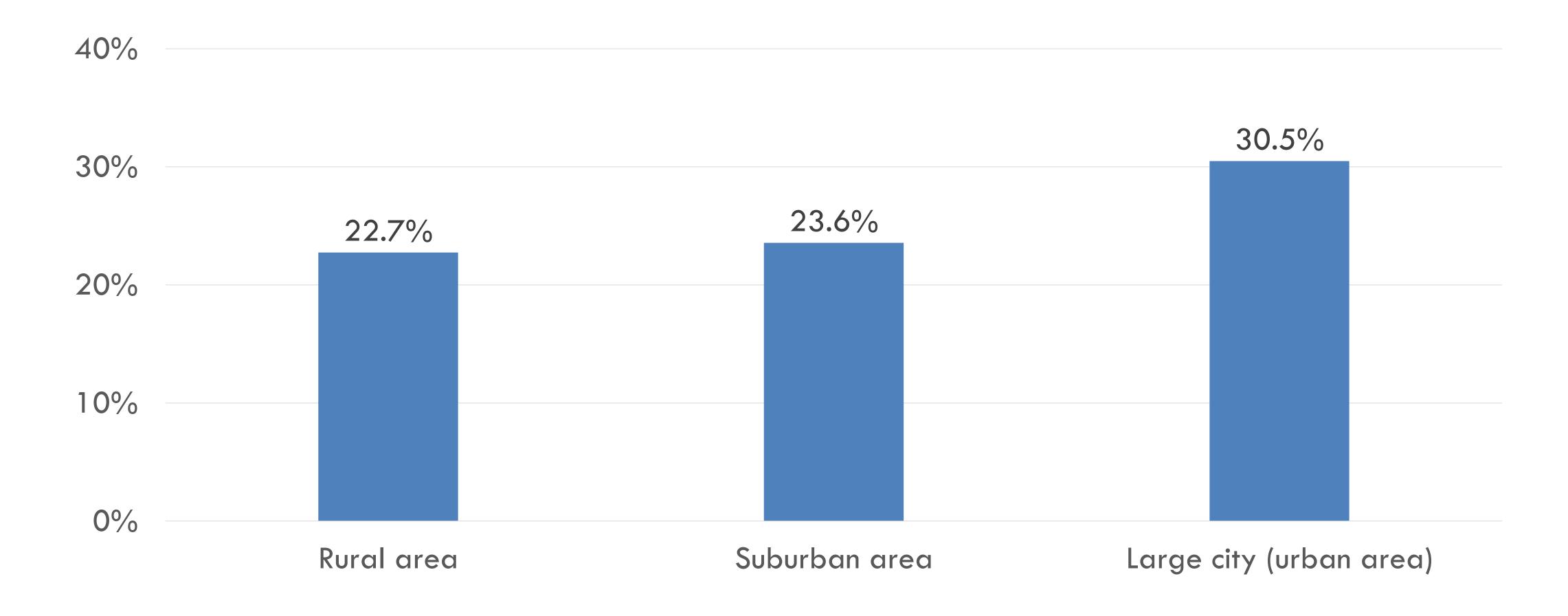


#### **Southern Travelers**



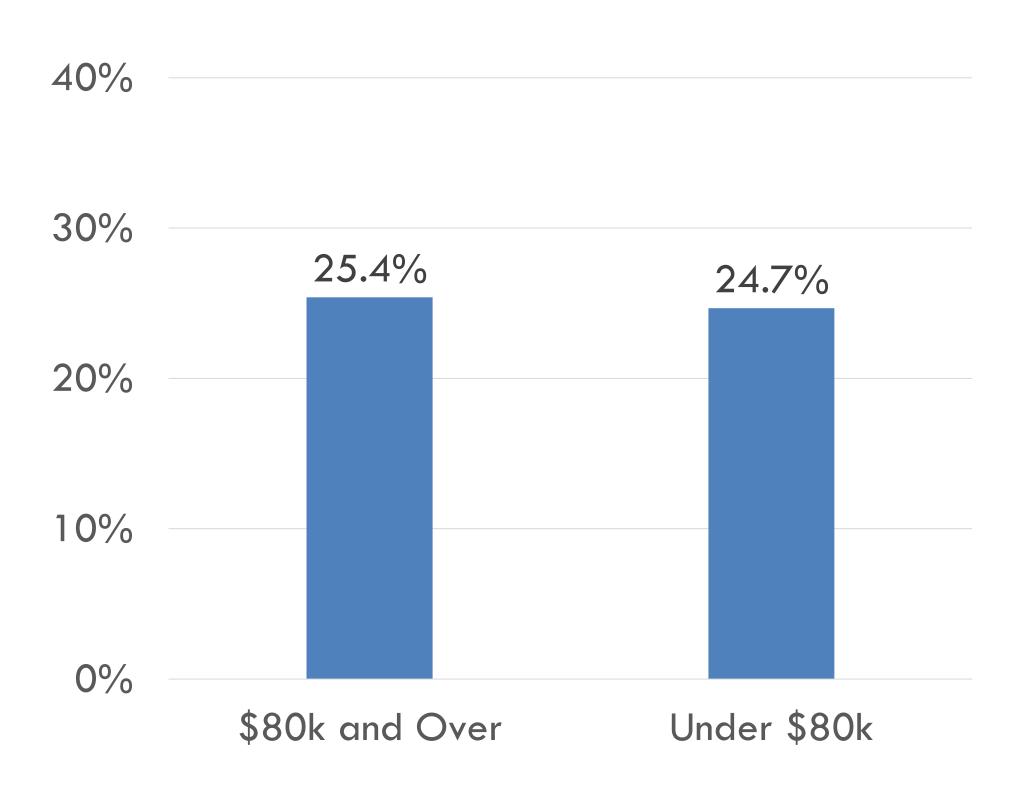


#### Urbanites

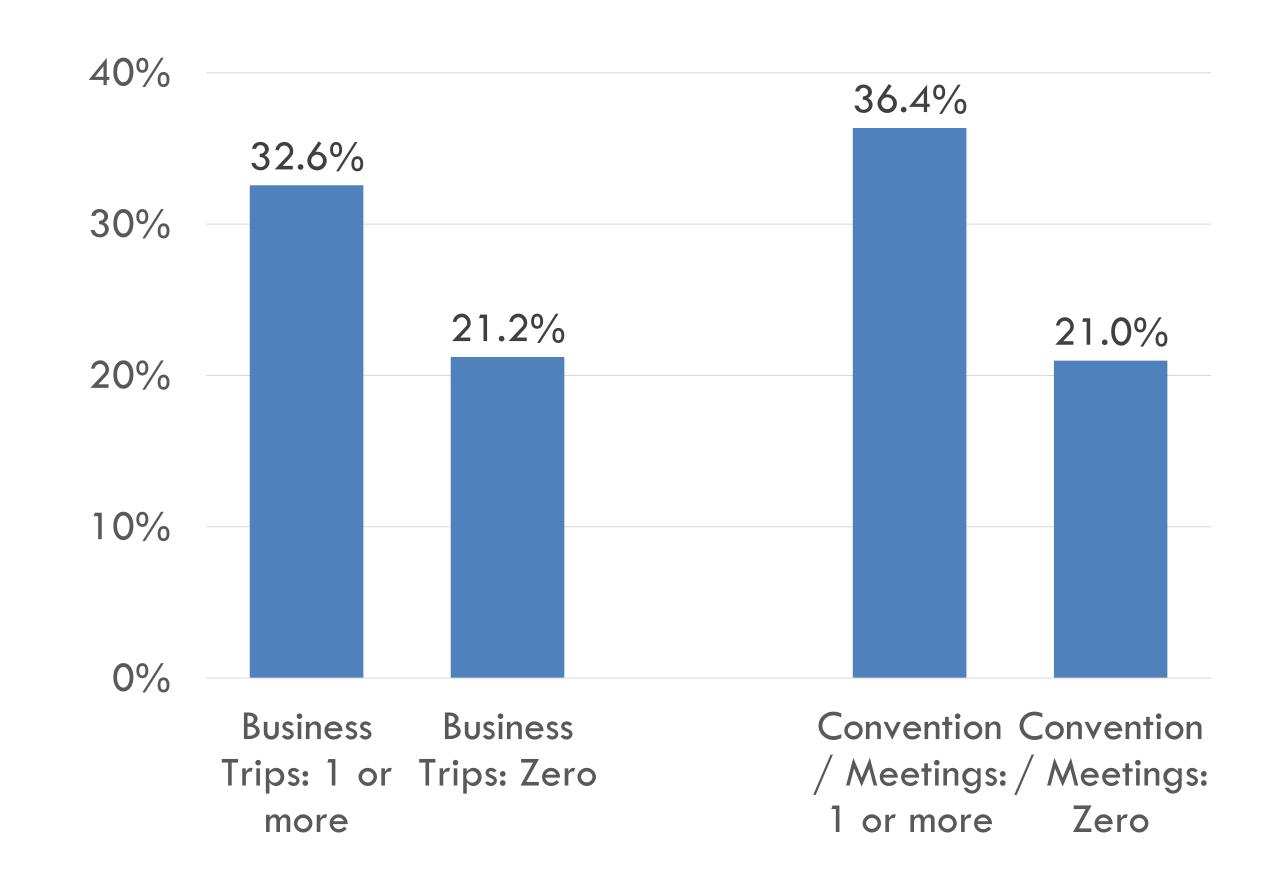




#### Household Income

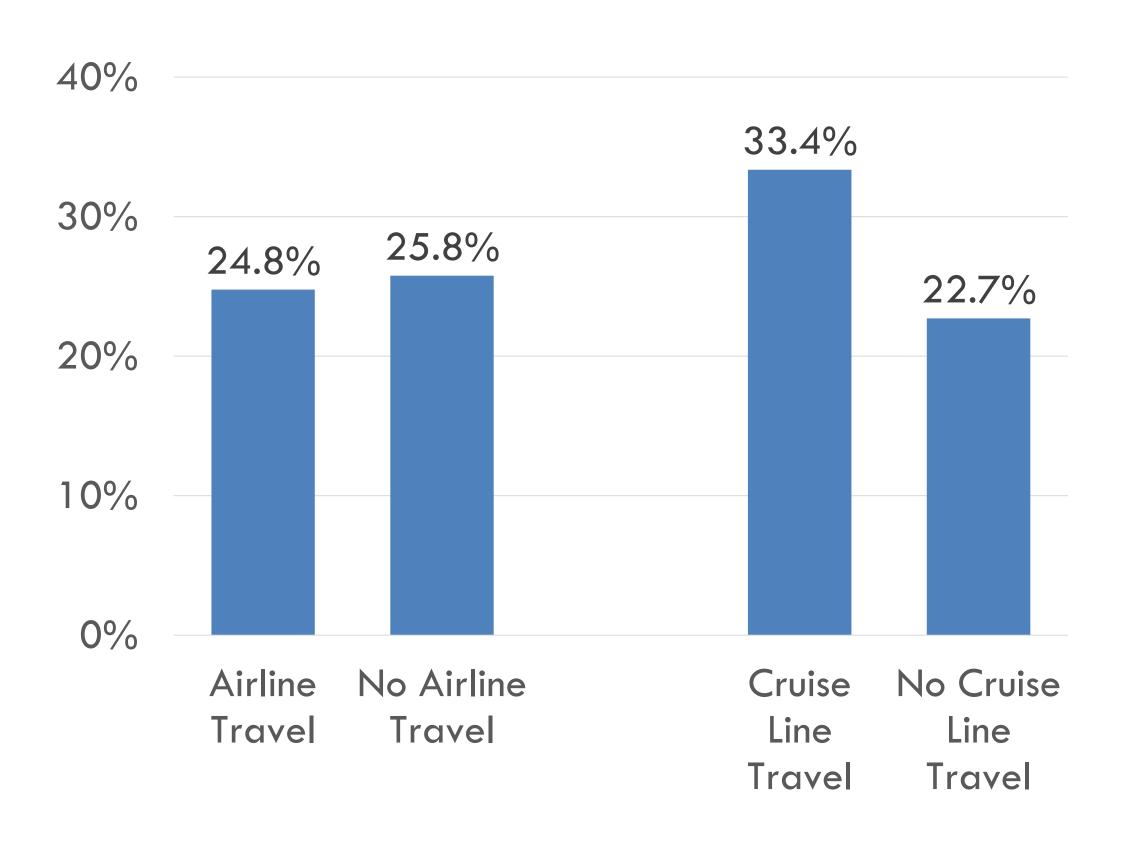


#### Business & Meetings travelers

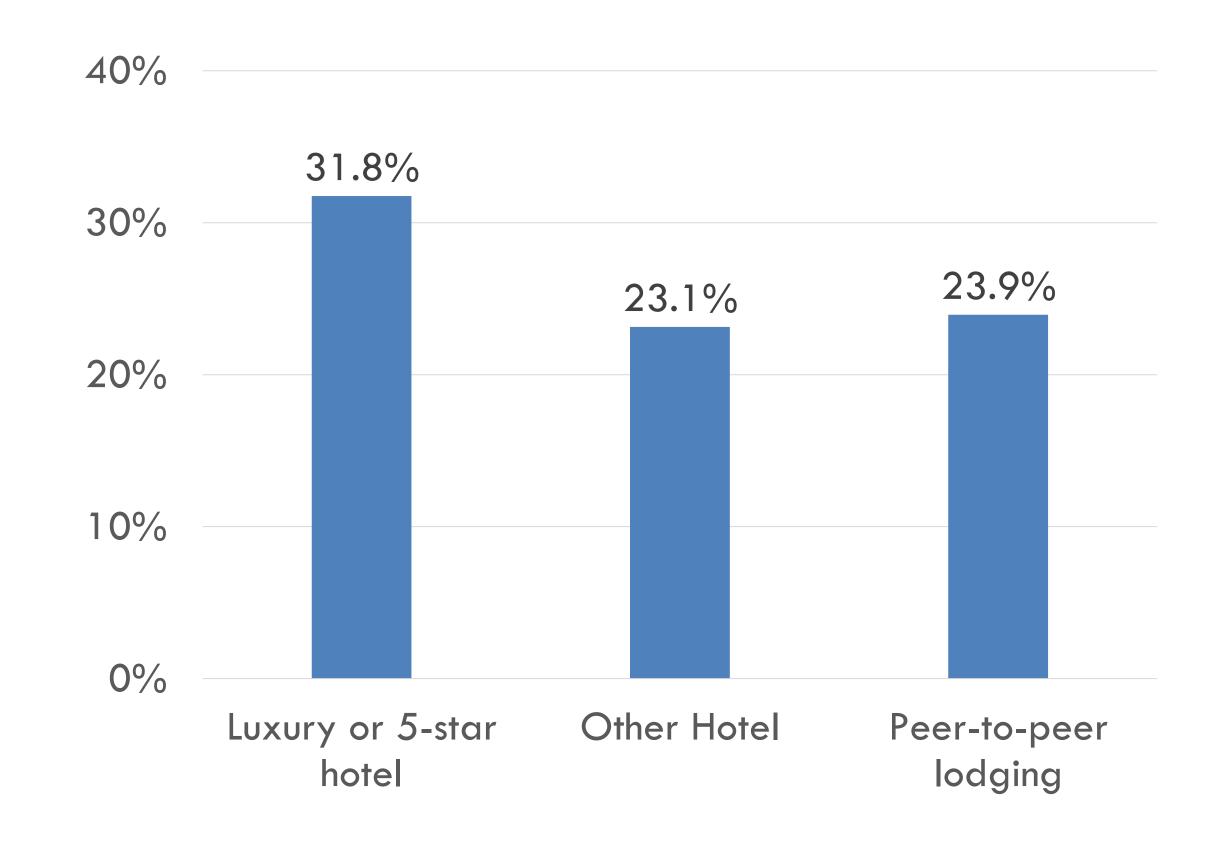




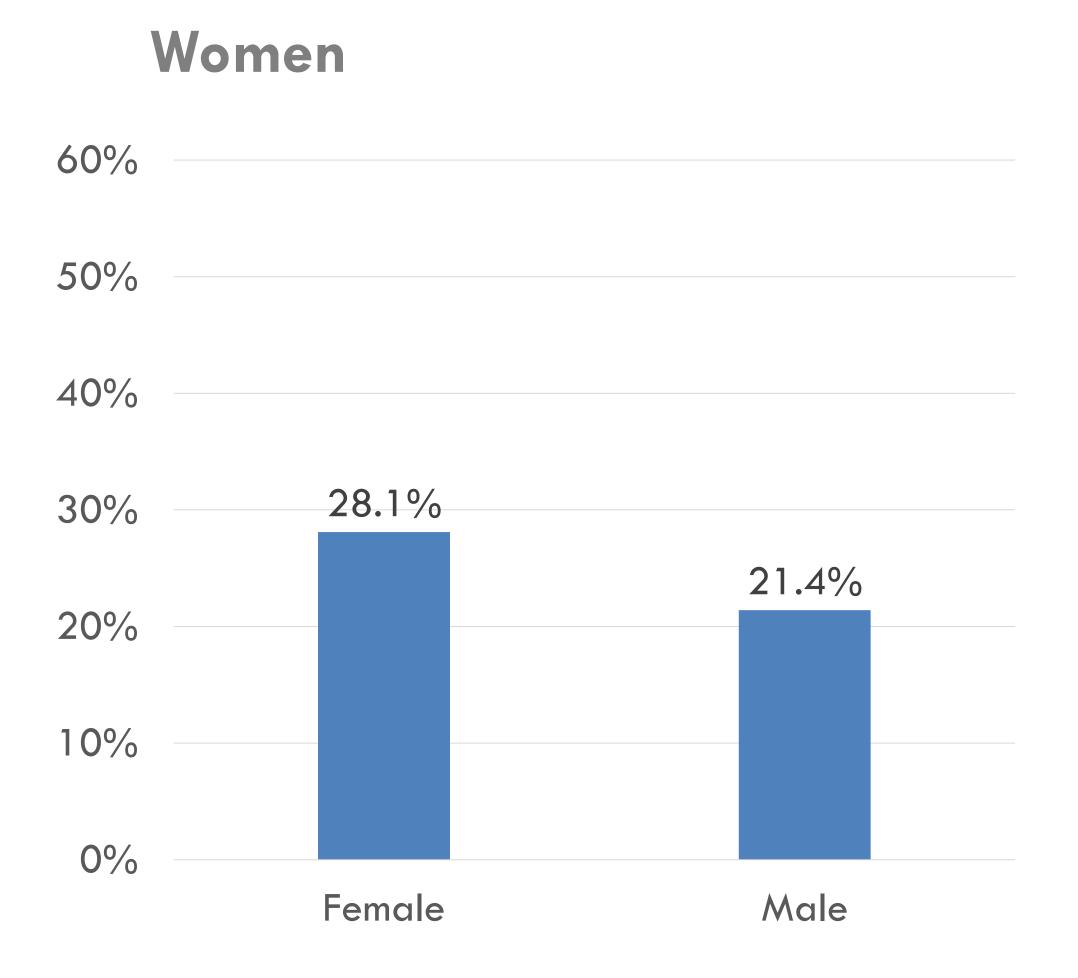
#### **Cruise Travelers**



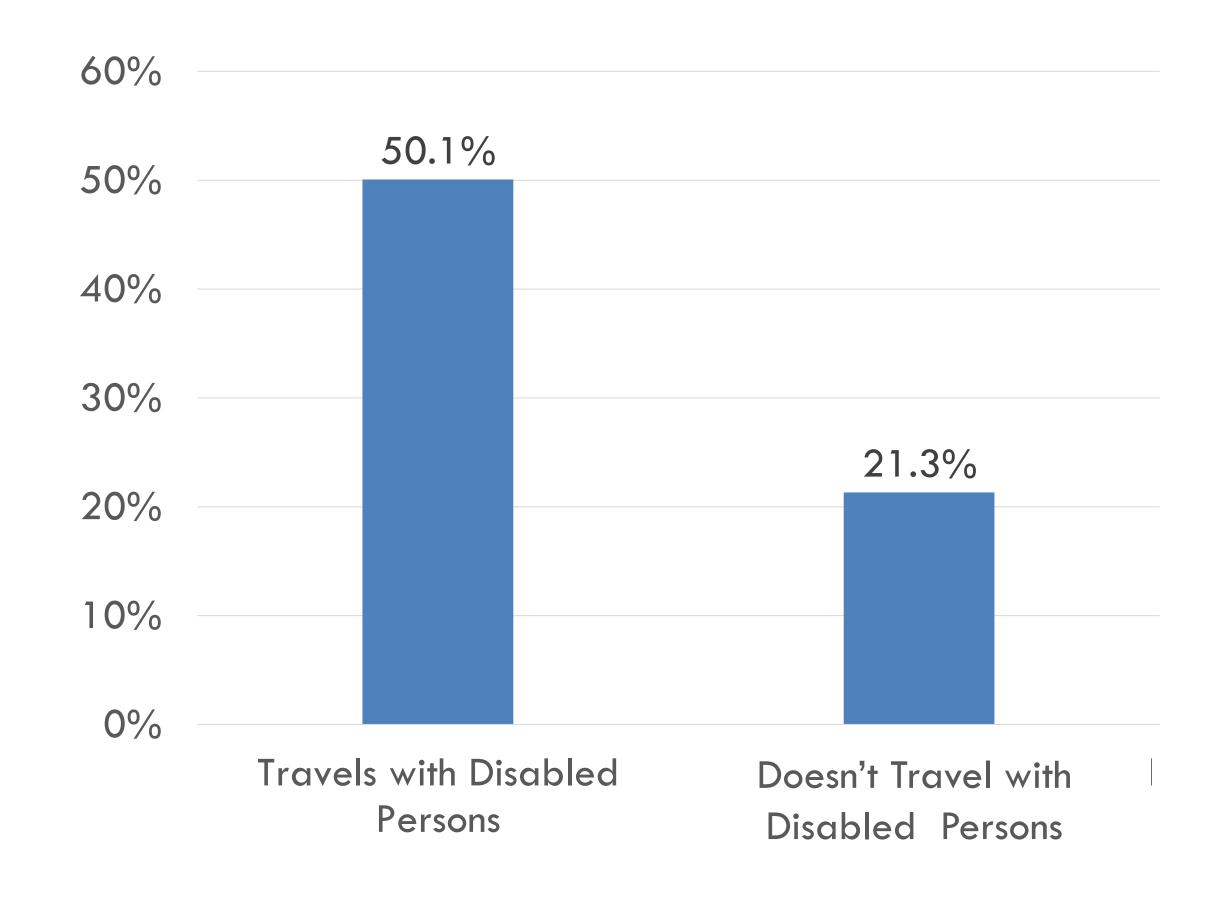
#### **Luxury Hotel Guests**







#### Disabled Travelers & their Companions

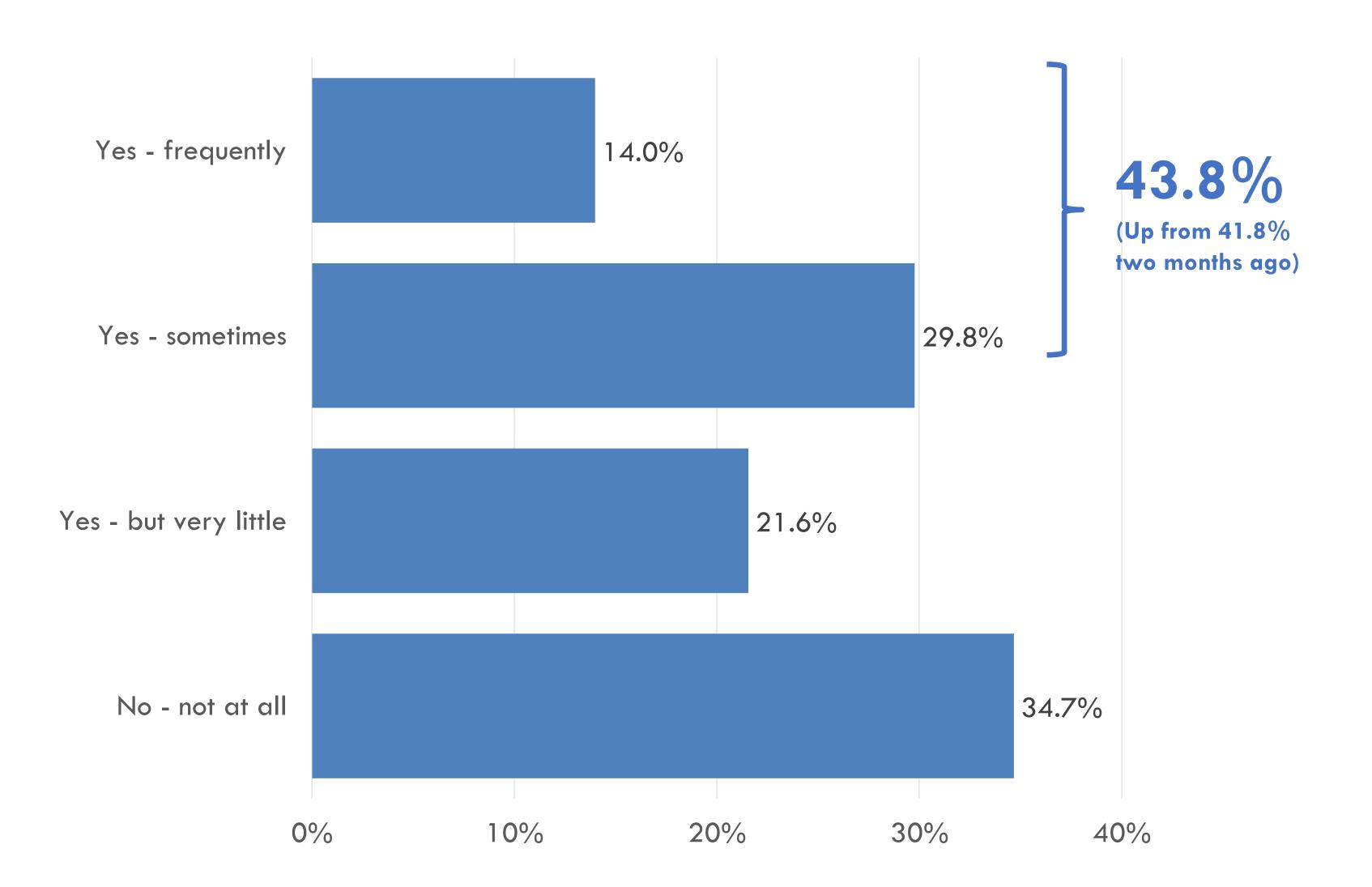




#### SLEEP PATTERNS DISRUPTED

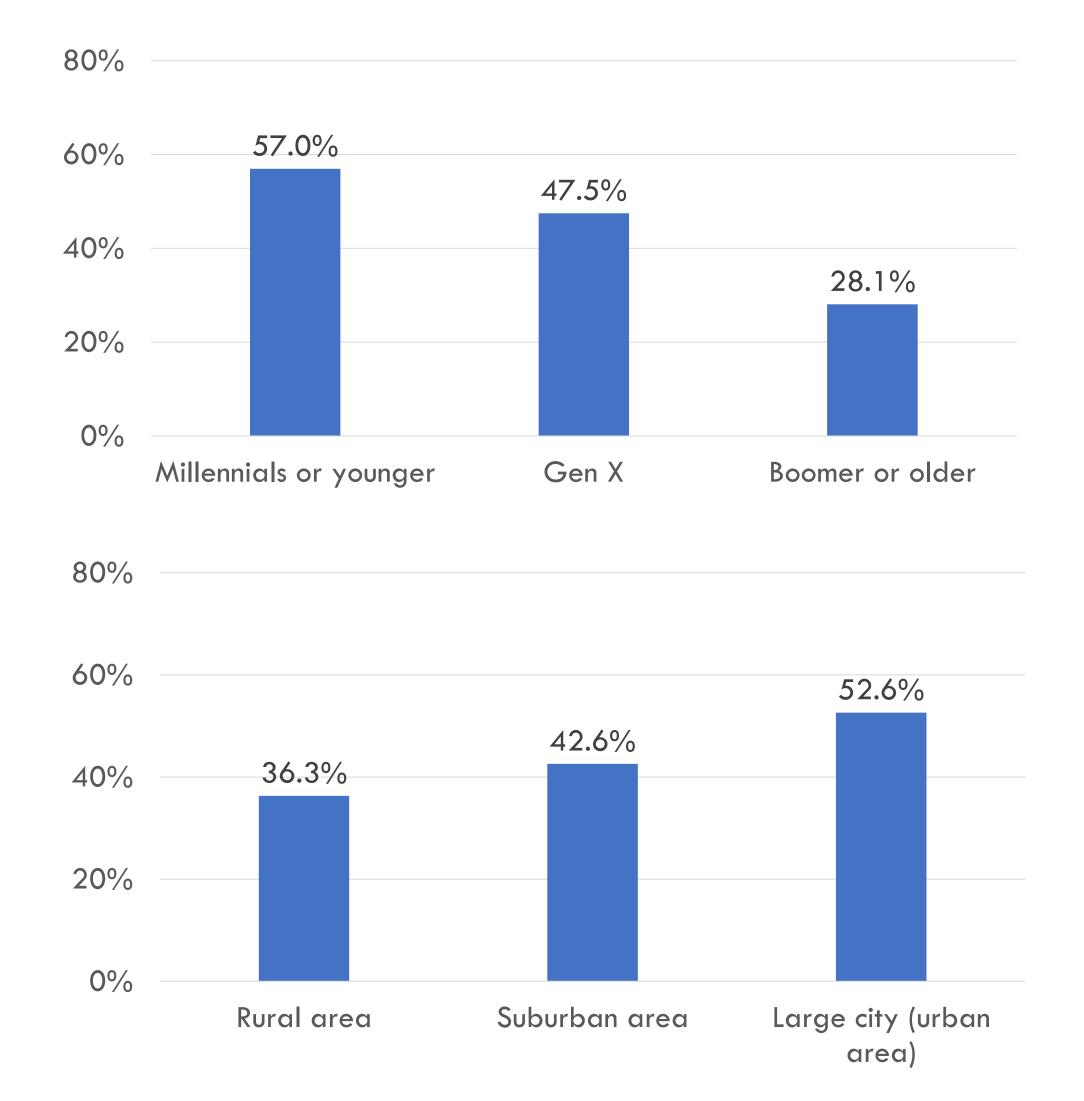
Question: Since the Coronavirus has emerged, have you experienced any sleep disturbances or changes in your sleep pattern?

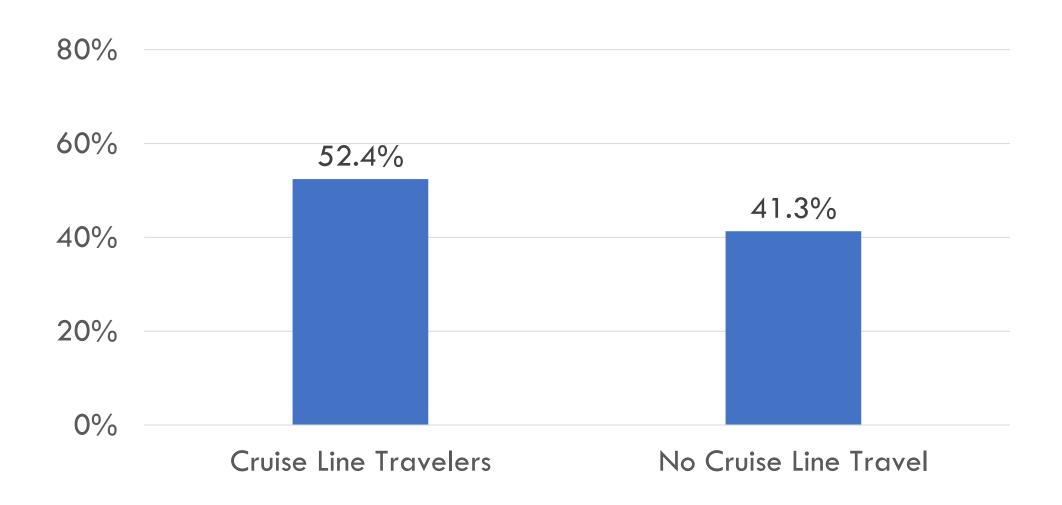
(Base: Wave 28 data. All respondents, 1,200 completed surveys. Data collected September 18-20, 2020)

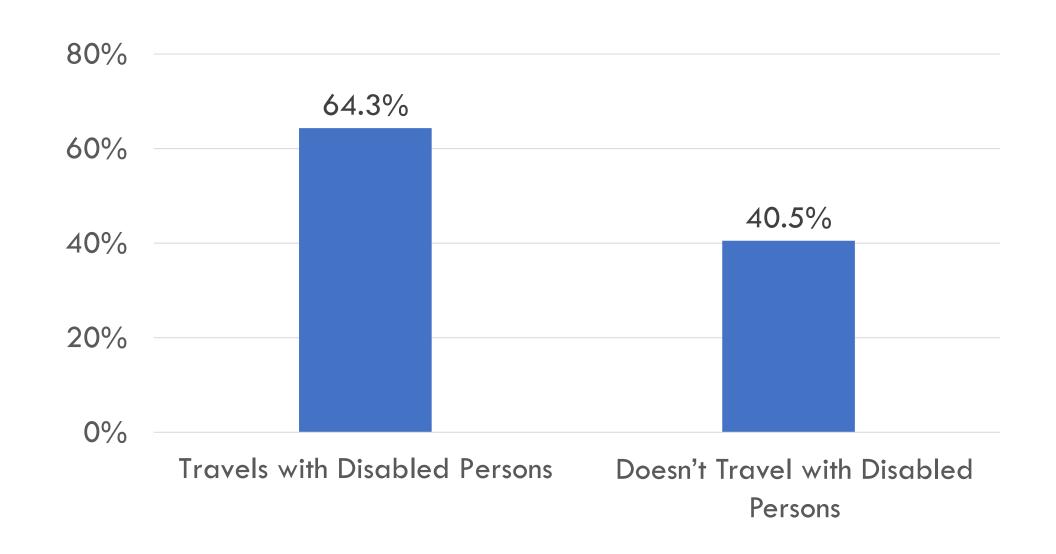




#### SLEEP PATTERNS DISRUPTED (FREQUENTLY OR SOMETIMES)







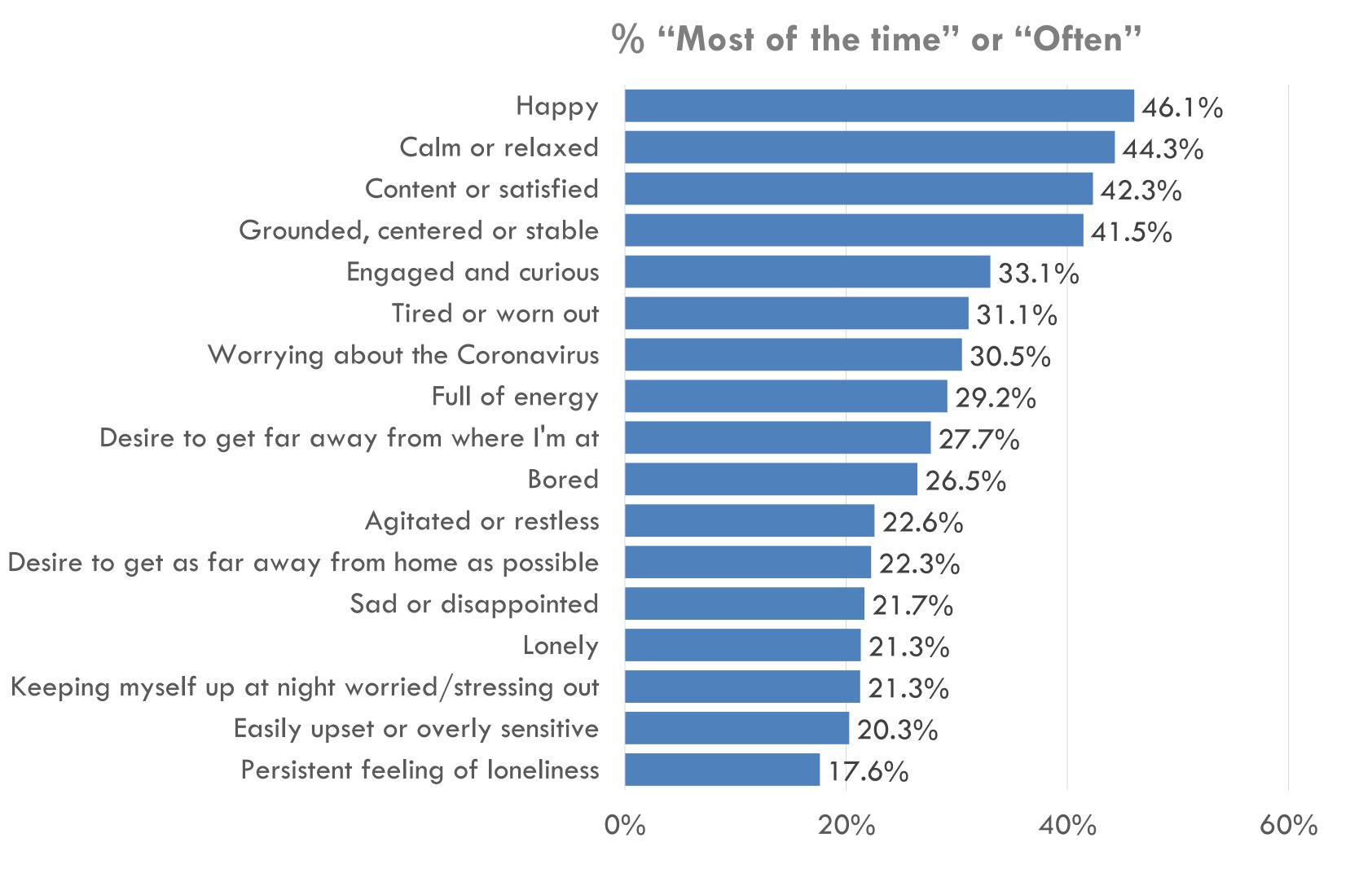


#### FEELINGS IN THE PAST MONTH

Question: Please tell us about how you have been feeling DURING THE LAST MONTH.

Using the scale below, tell us how often you feel each.

(Base: Wave 28 data. All respondents, 1,200 completed surveys. Data collected September 18-20, 2020)





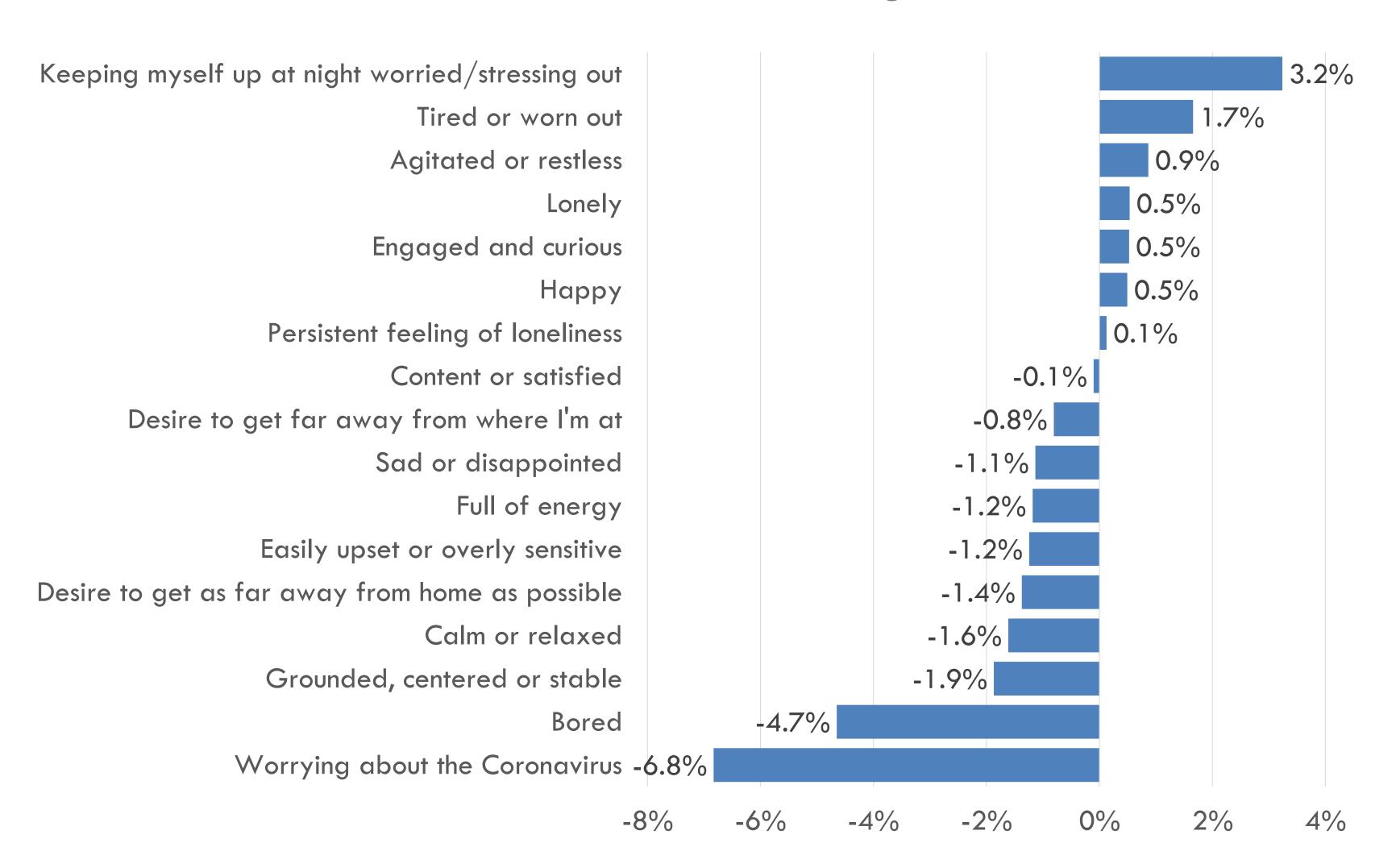
#### FEELINGS IN THE PAST MONTH: WHAT'S CHANGING?

Question: Please tell us about how you have been feeling DURING THE LAST MONTH.

Using the scale below, tell us how often you feel each.

(Base: Wave 28 data. All respondents, 1,200 completed surveys. Data collected September 18-20, 2020)

#### **Absolute Change in Past 2 Months**

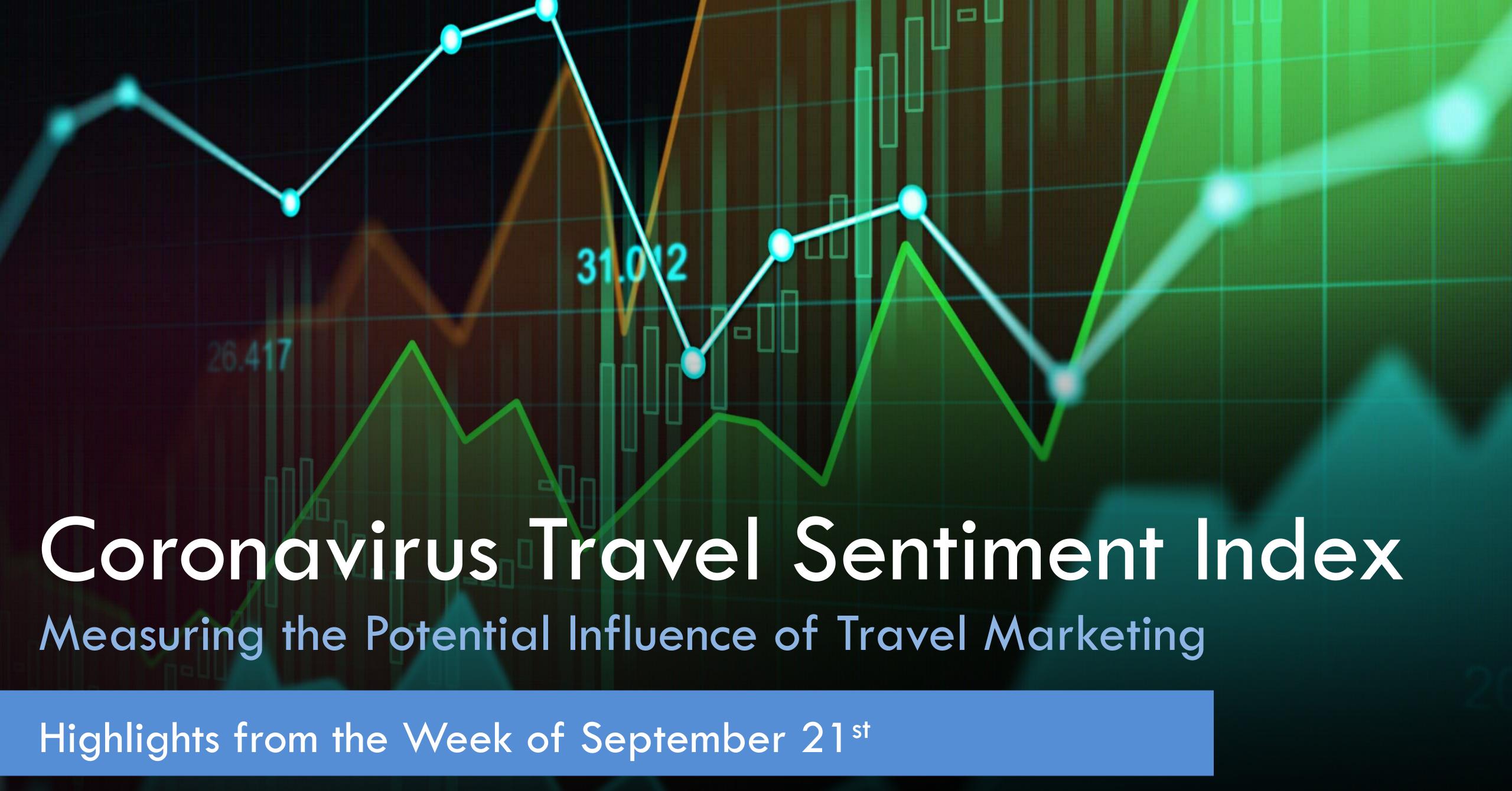






#### KEY TAKEAWAYS

- American travelers who are highly stressed and who have recently experienced disruptions in their sleep patterns tend to be younger, urban dwellers. They're more likely to be cruise travelers and more likely to have—or travel with those who have—physical or mental needs.
- Feelings during the last month skew towards positive emotions, such as feeling happy, relaxed and content. However, compared to two months ago, more travelers stay up at night stressing and feel worn out.
- Nevertheless, fewer people now say that they have felt worried about the coronavirus in the past month.





Indexing is the practice of compiling data into one single metric.

# What is a Predictive Index?



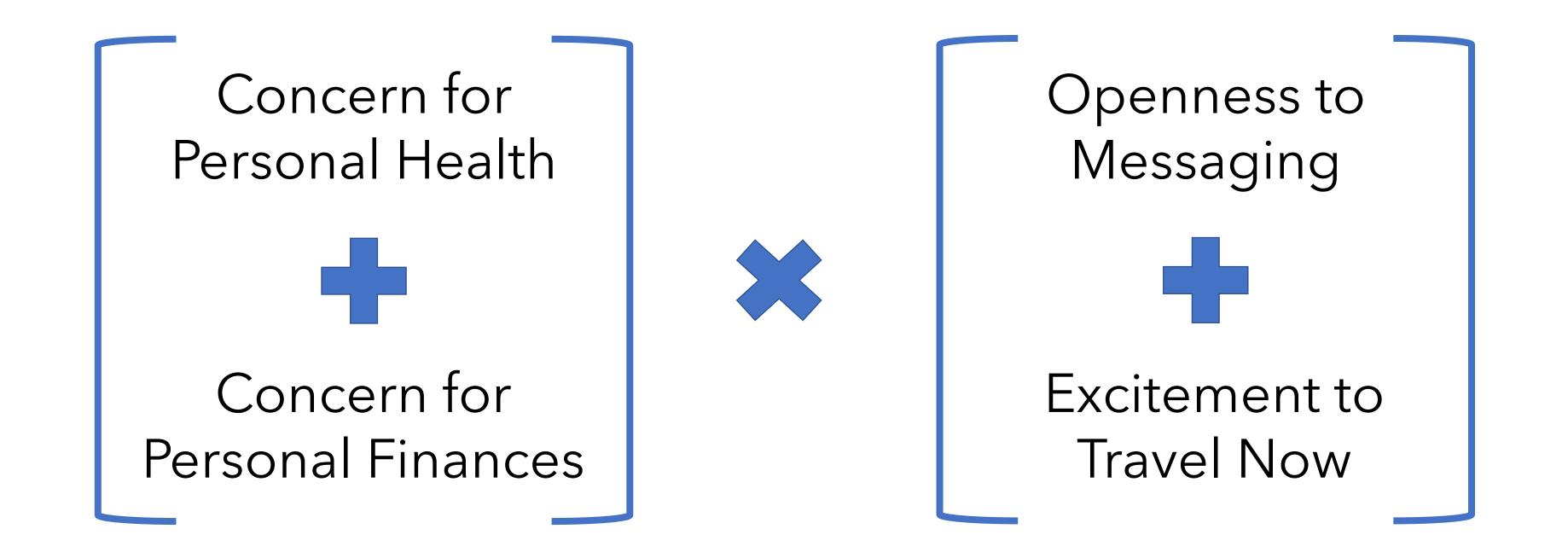
A predictive index is a statistical measure of change in a representative group of data points. The predictive index is then compared to a standard base value in order to make data-driven predictions.



The goals are to identify:

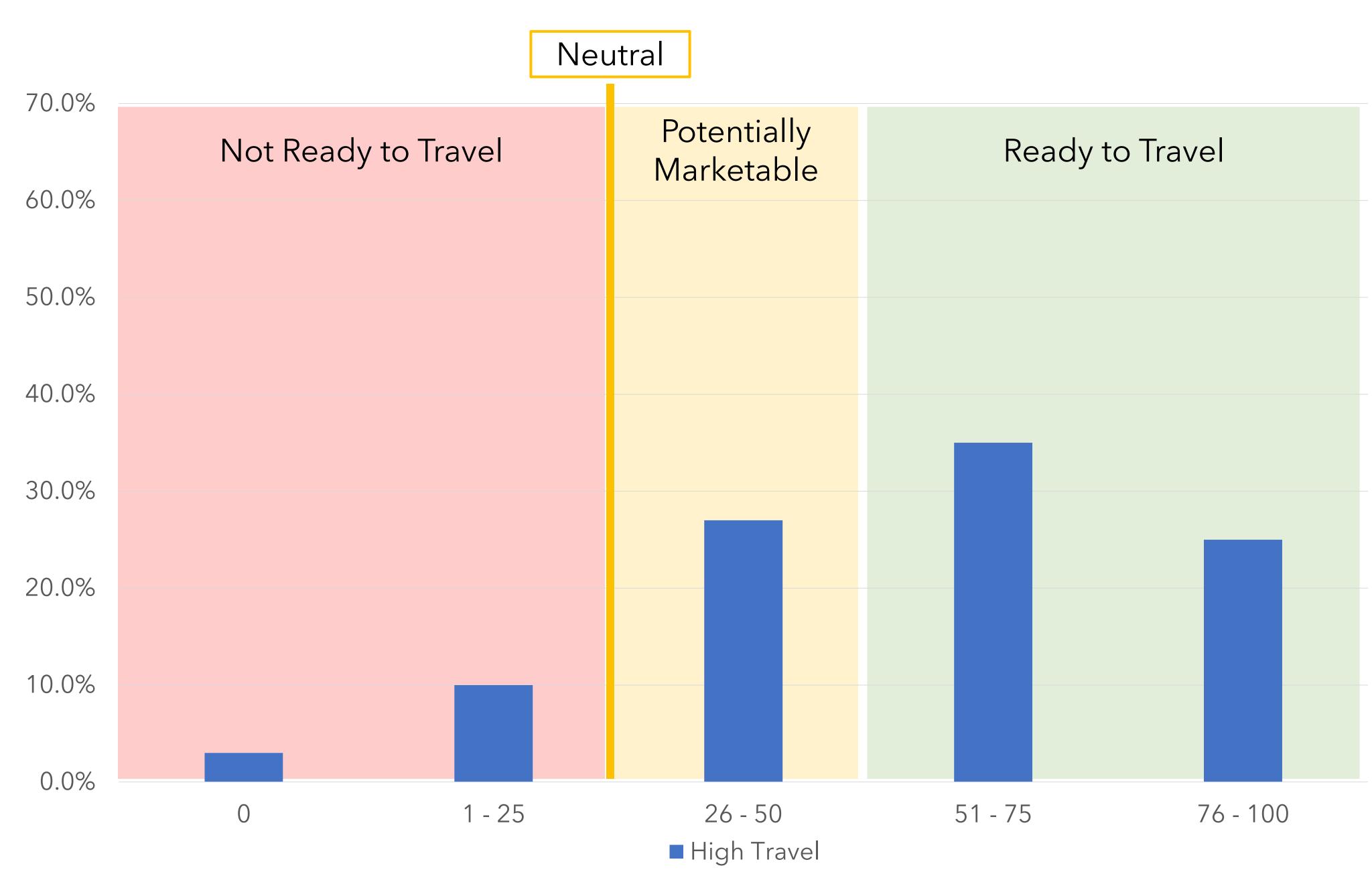
- WHO are the traveler segments that appear receptive to travel marketing and
- WHEN will they be ready to travel

#### Predictive Index Formula

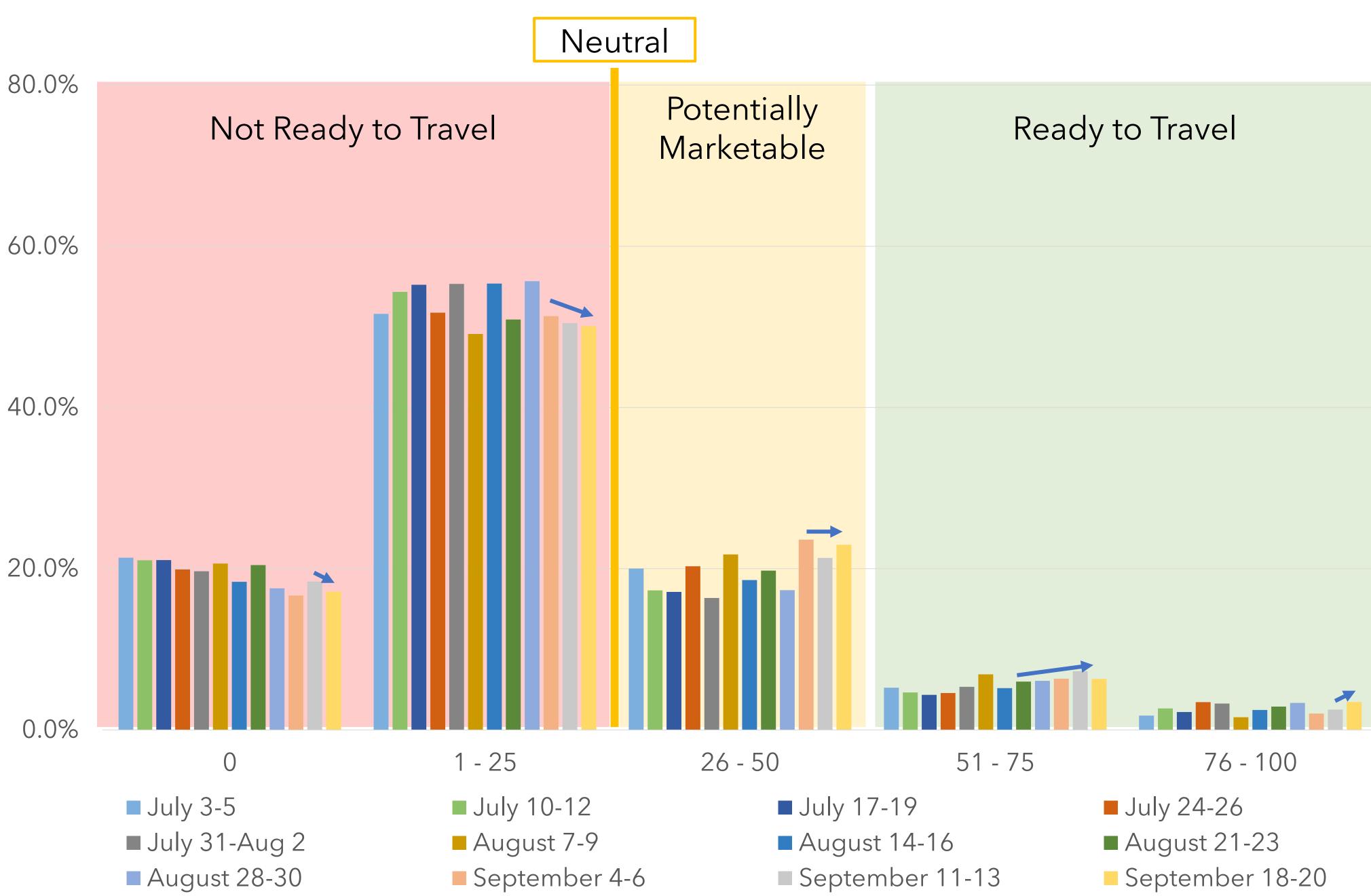


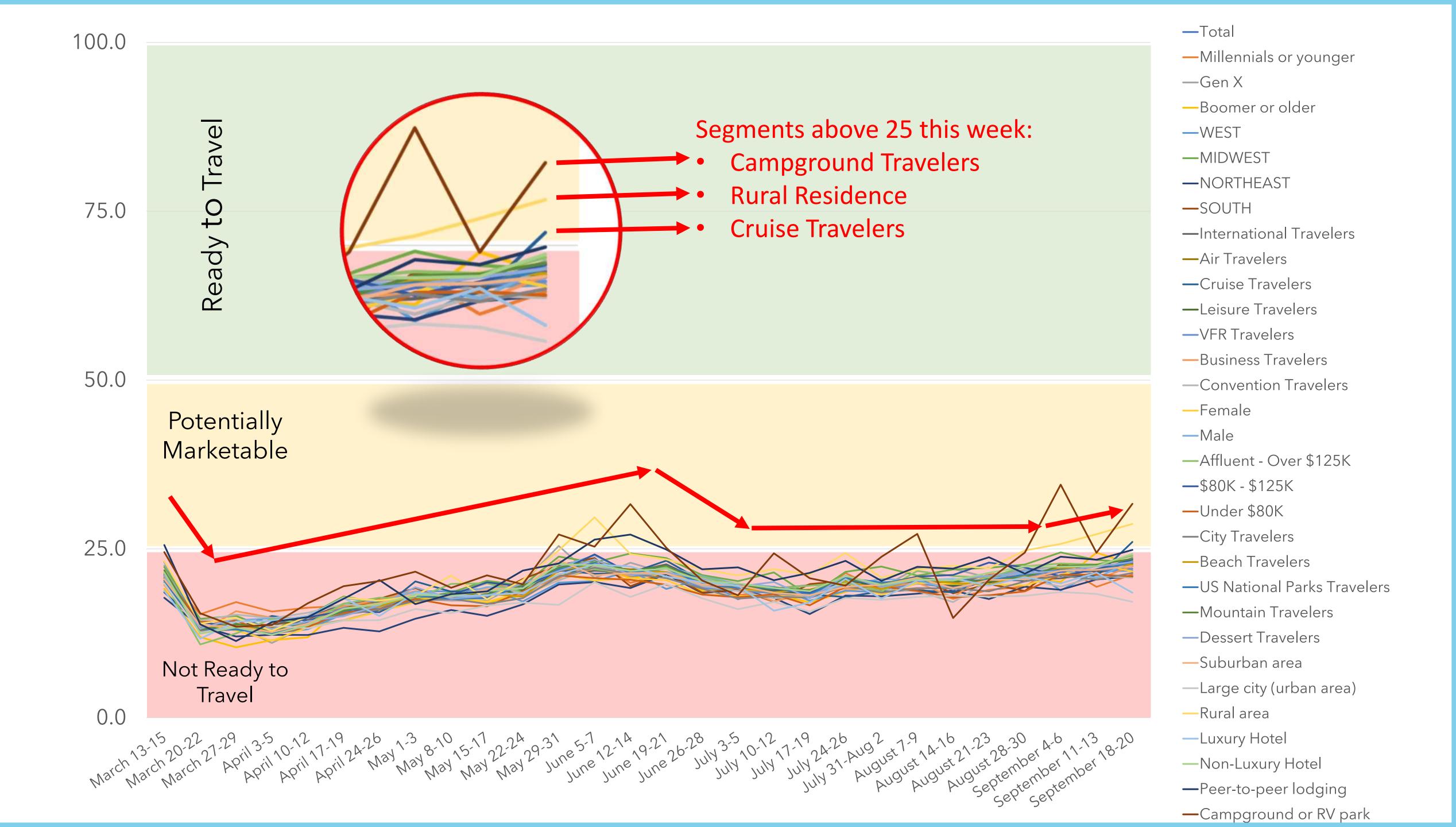
\*Normalized to a 100pt scale

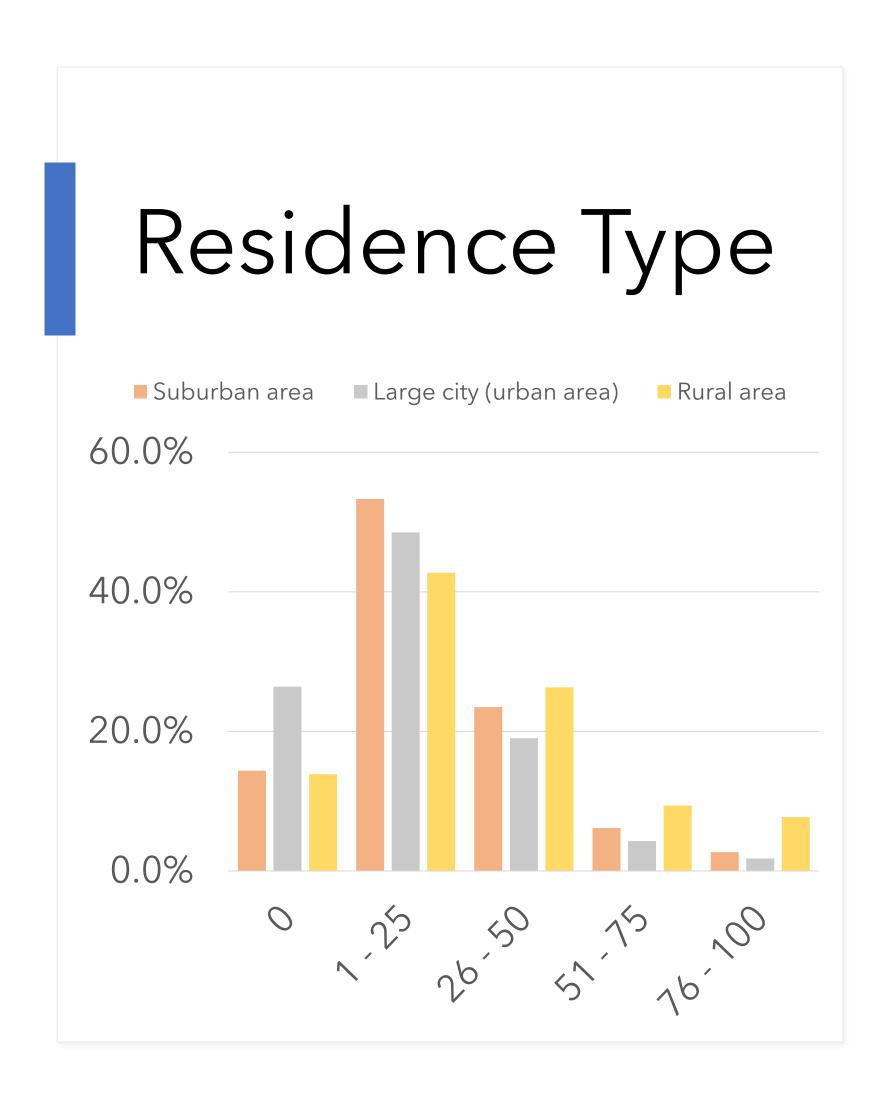
#### **Healthy Travel Outlook**



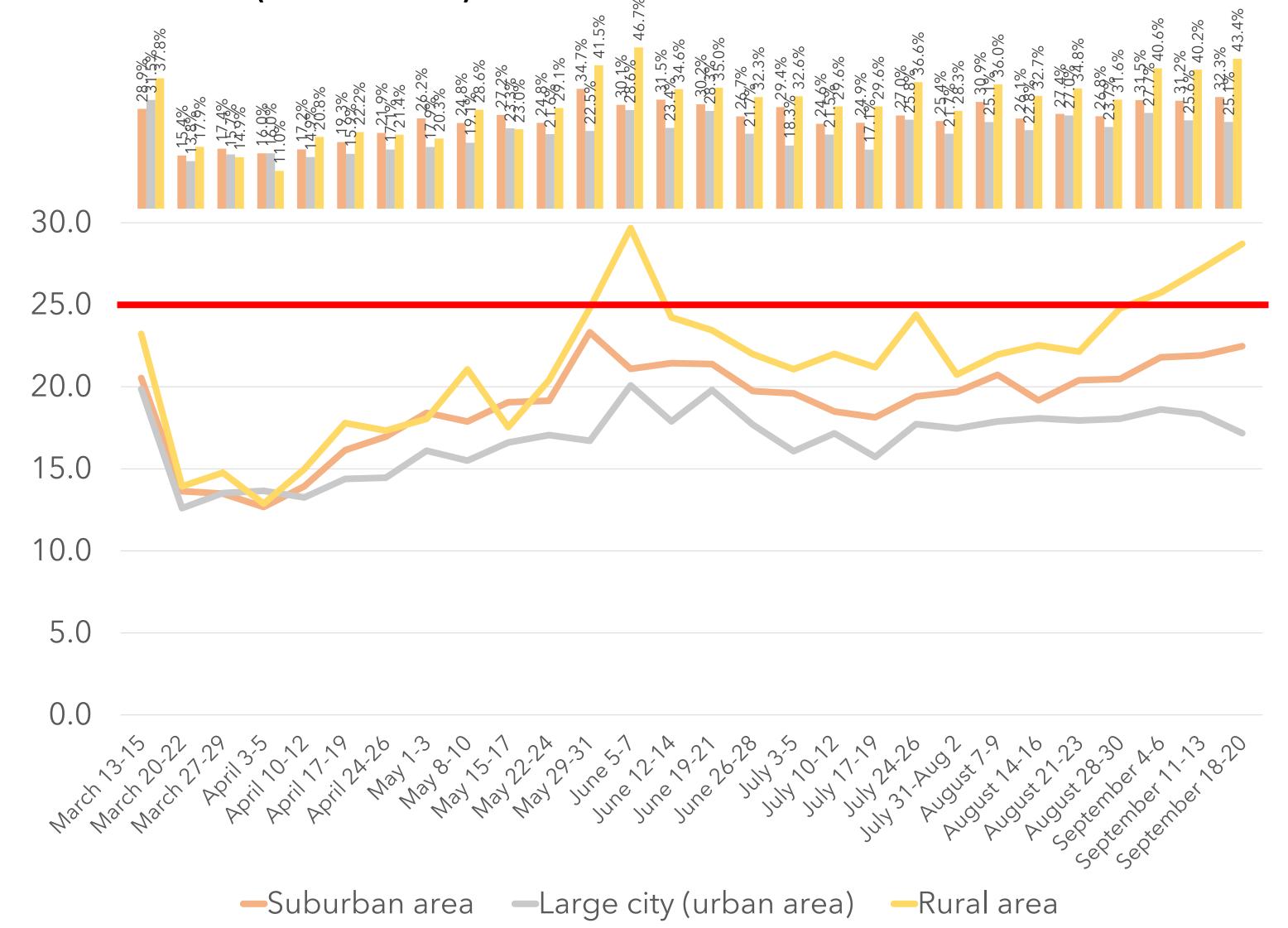
#### **Travel Outlook**





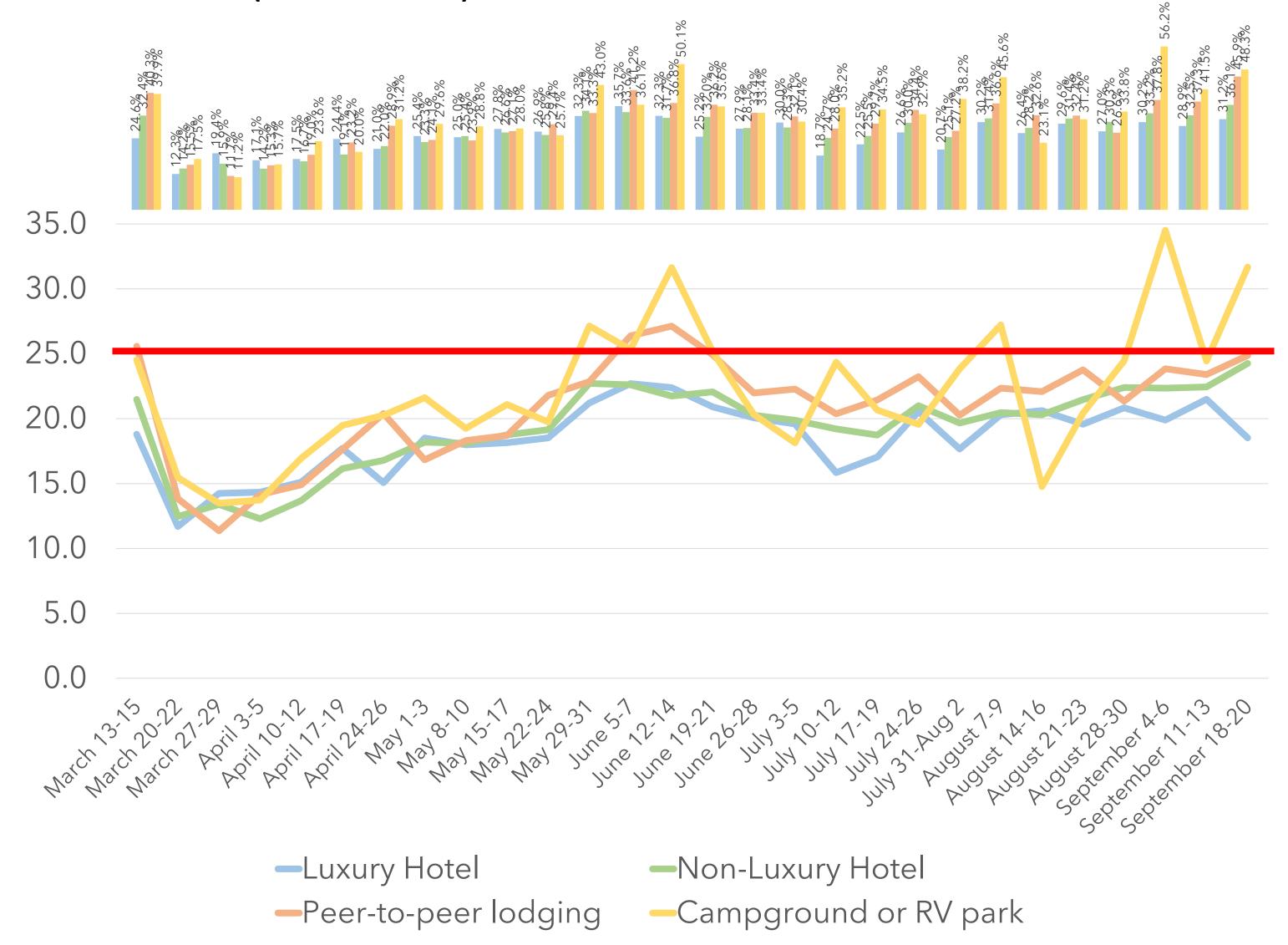




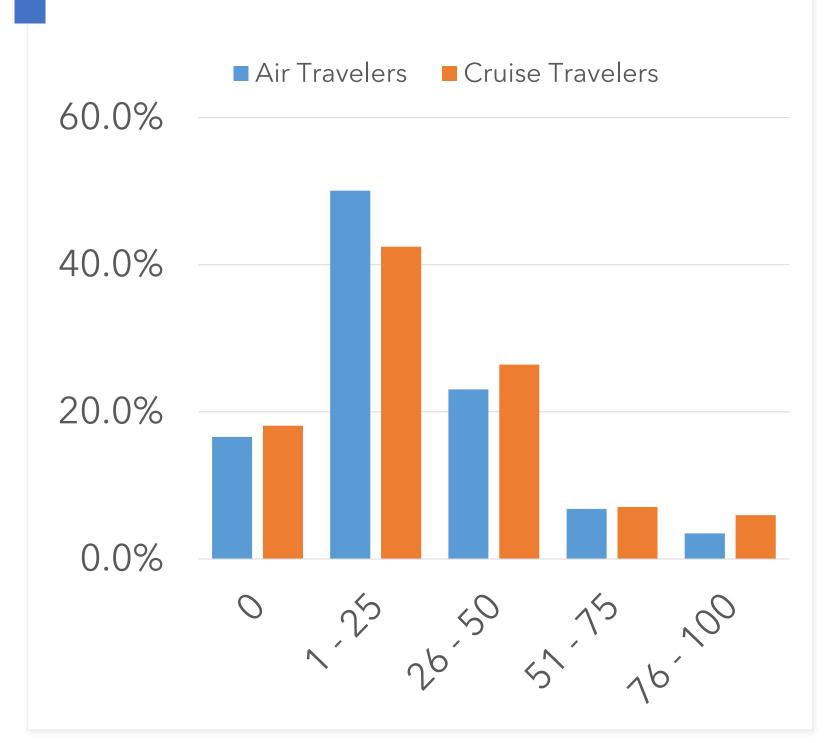


#### Lodging Preference Luxury Hotel ■ Non-Luxury Hotel Peer-to-peer lodging Campground or RV park 60.0% 40.0% 20.0% 0.0%

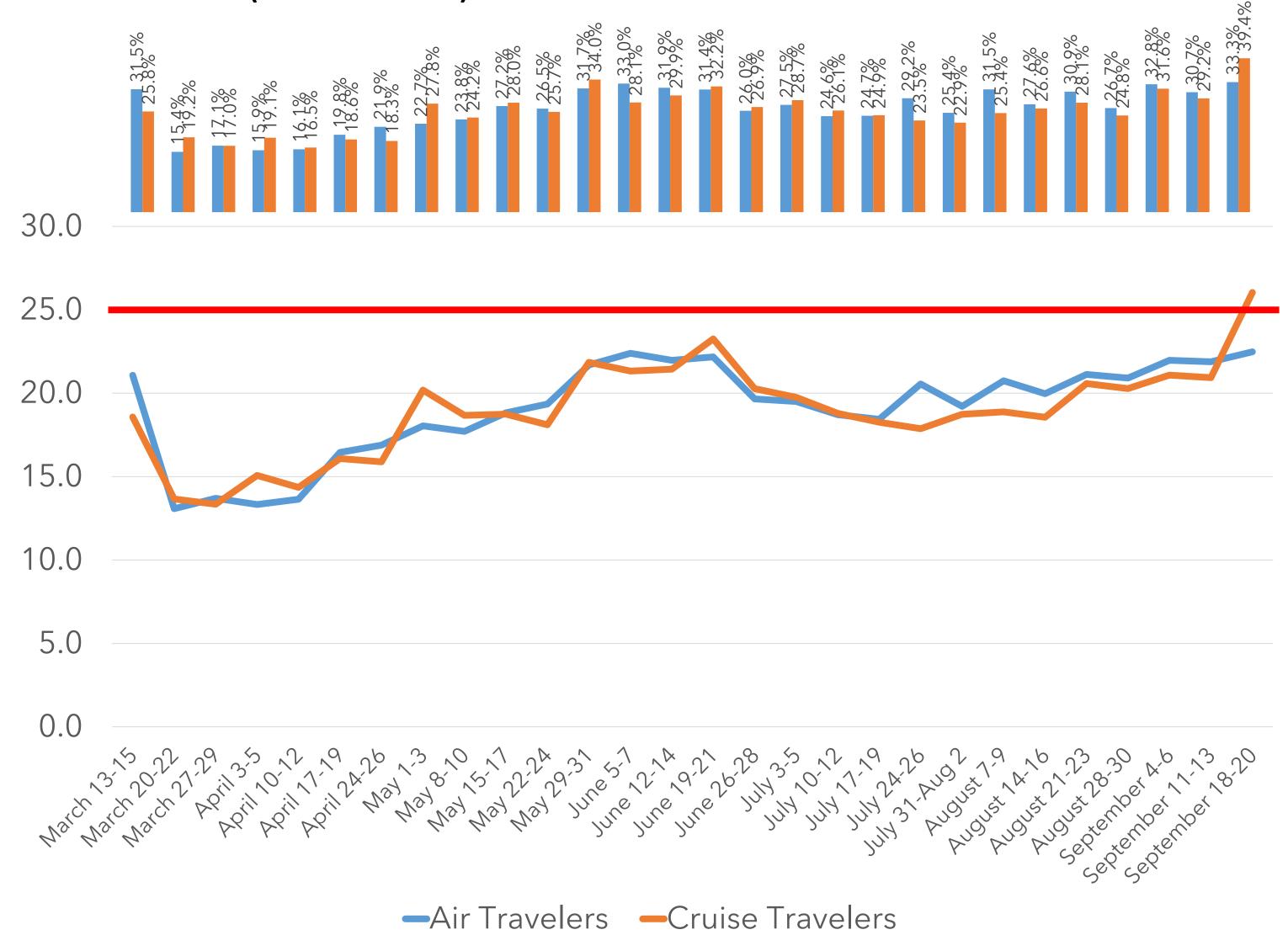
#### Percent Potentially Marketable (Index Above 25)

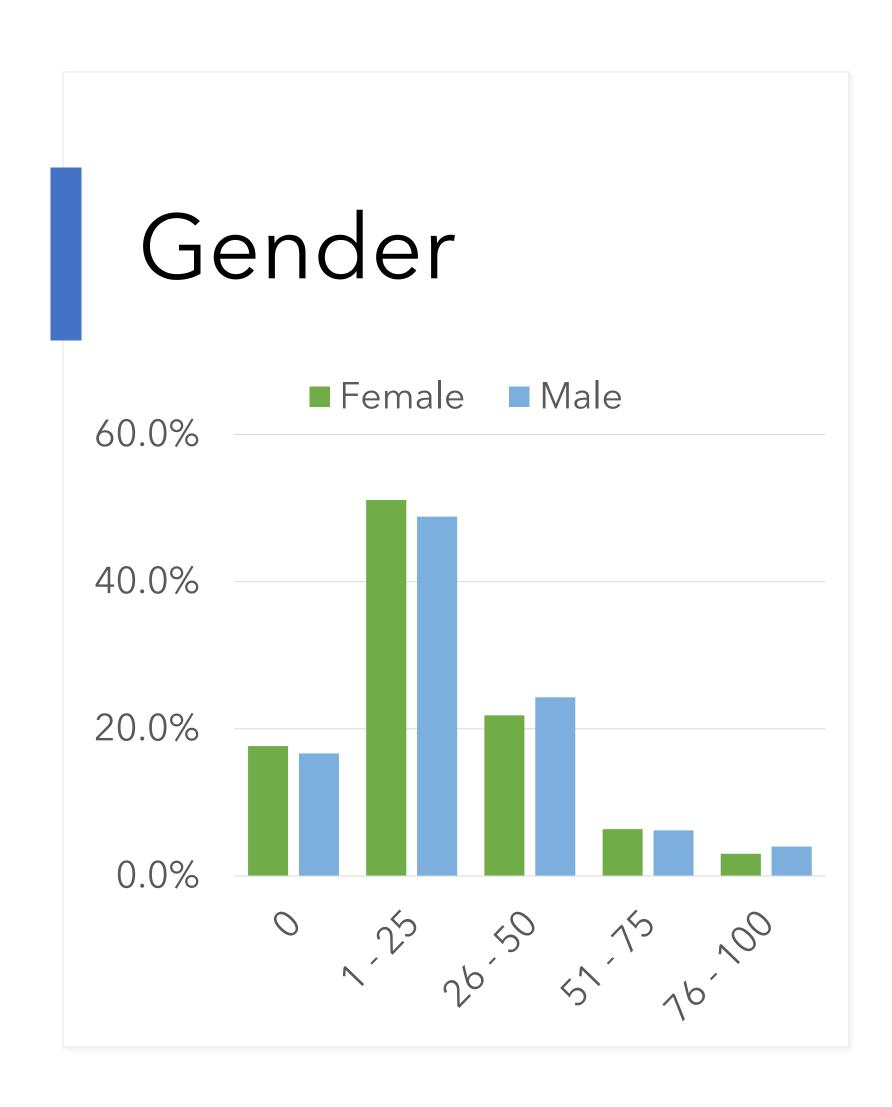


### Airline and Cruise Travelers

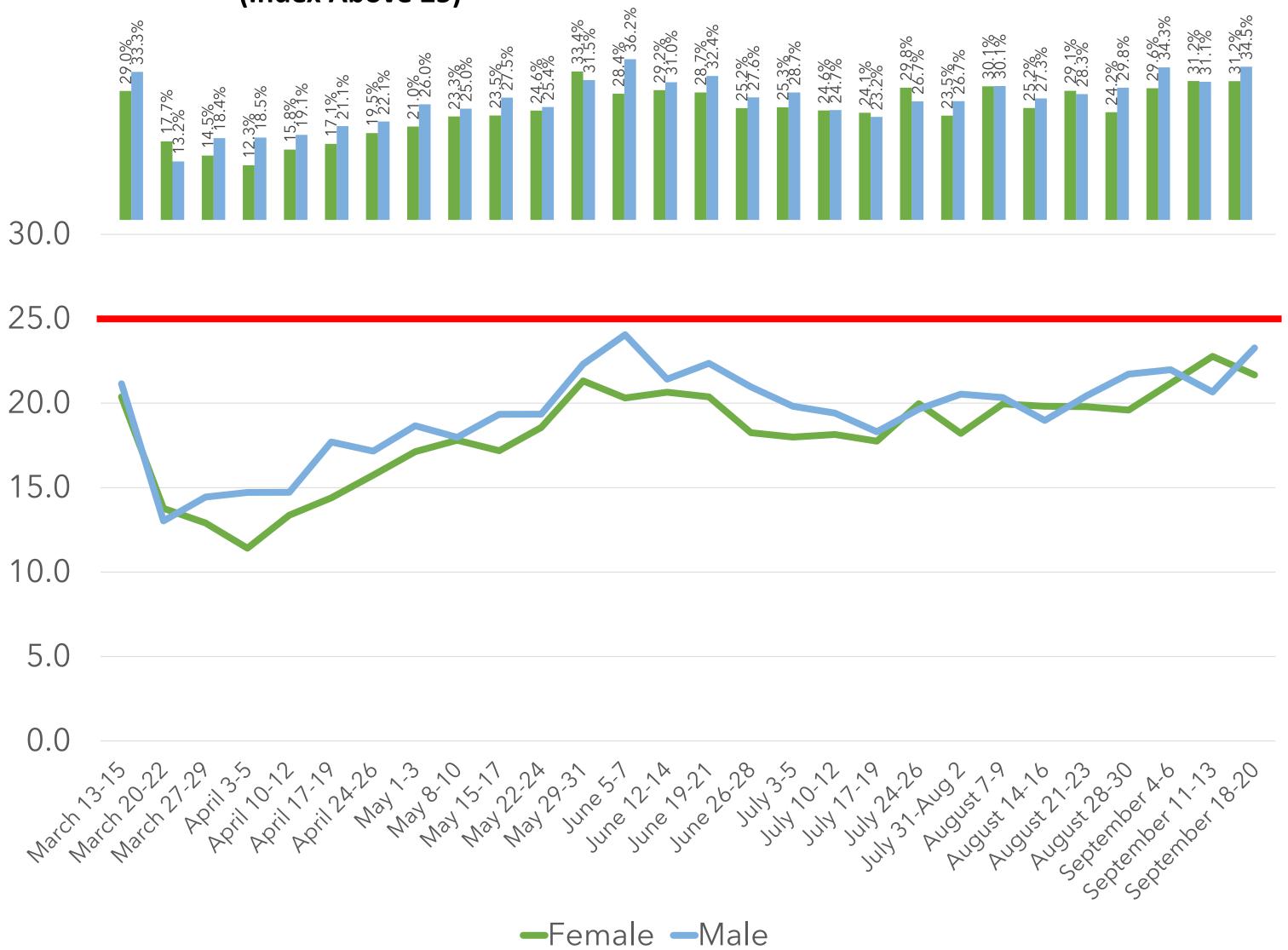


#### Percent Potentially Marketable (Index Above 25)



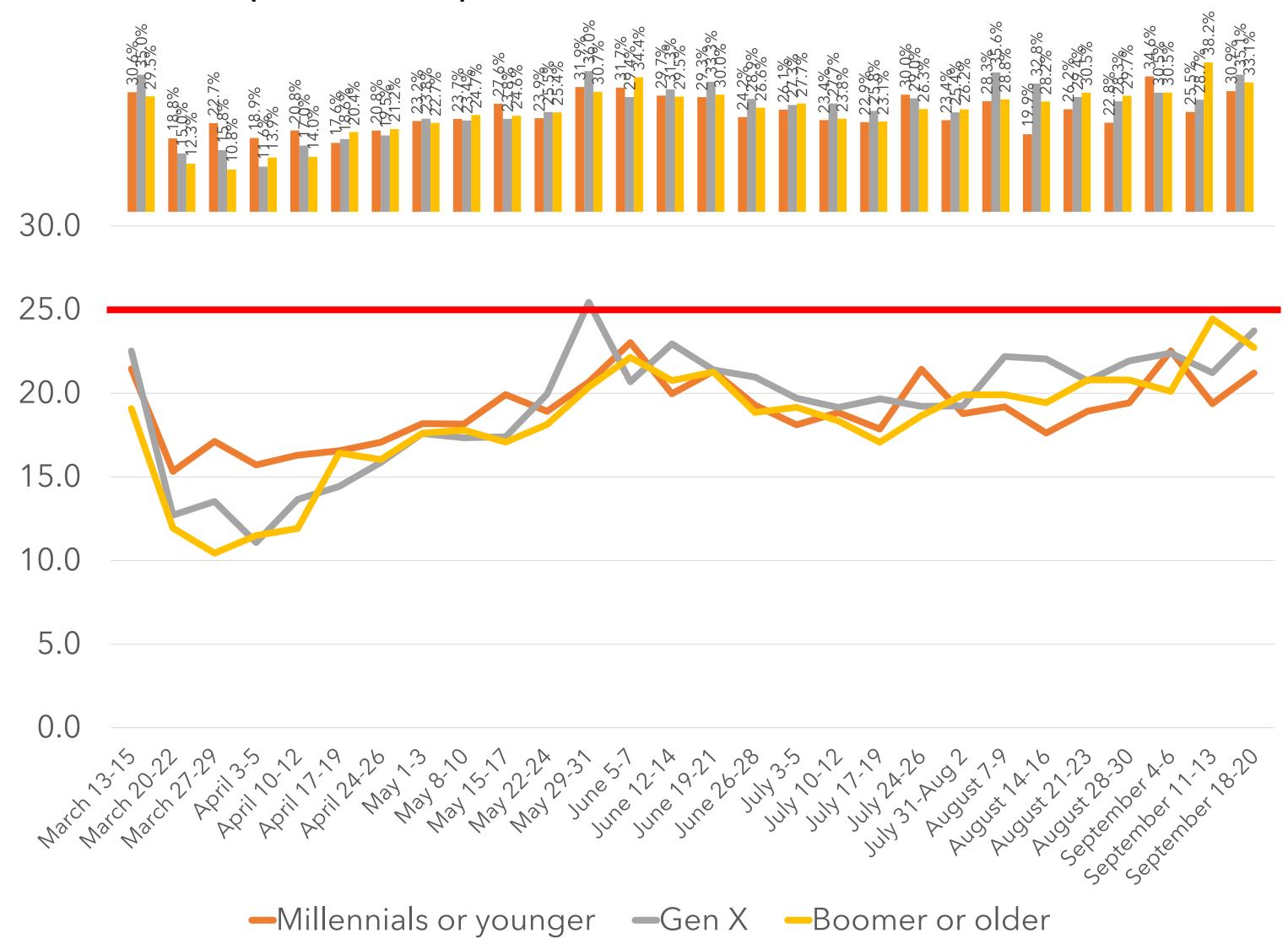


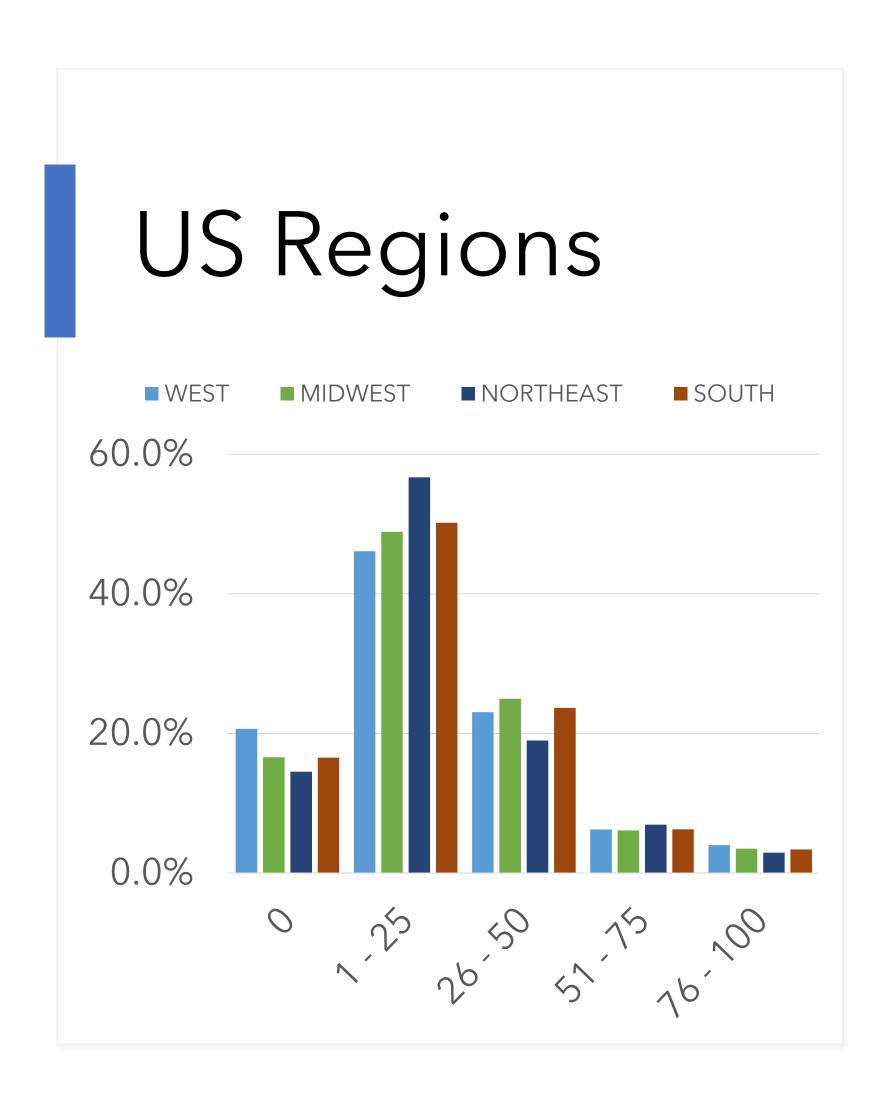




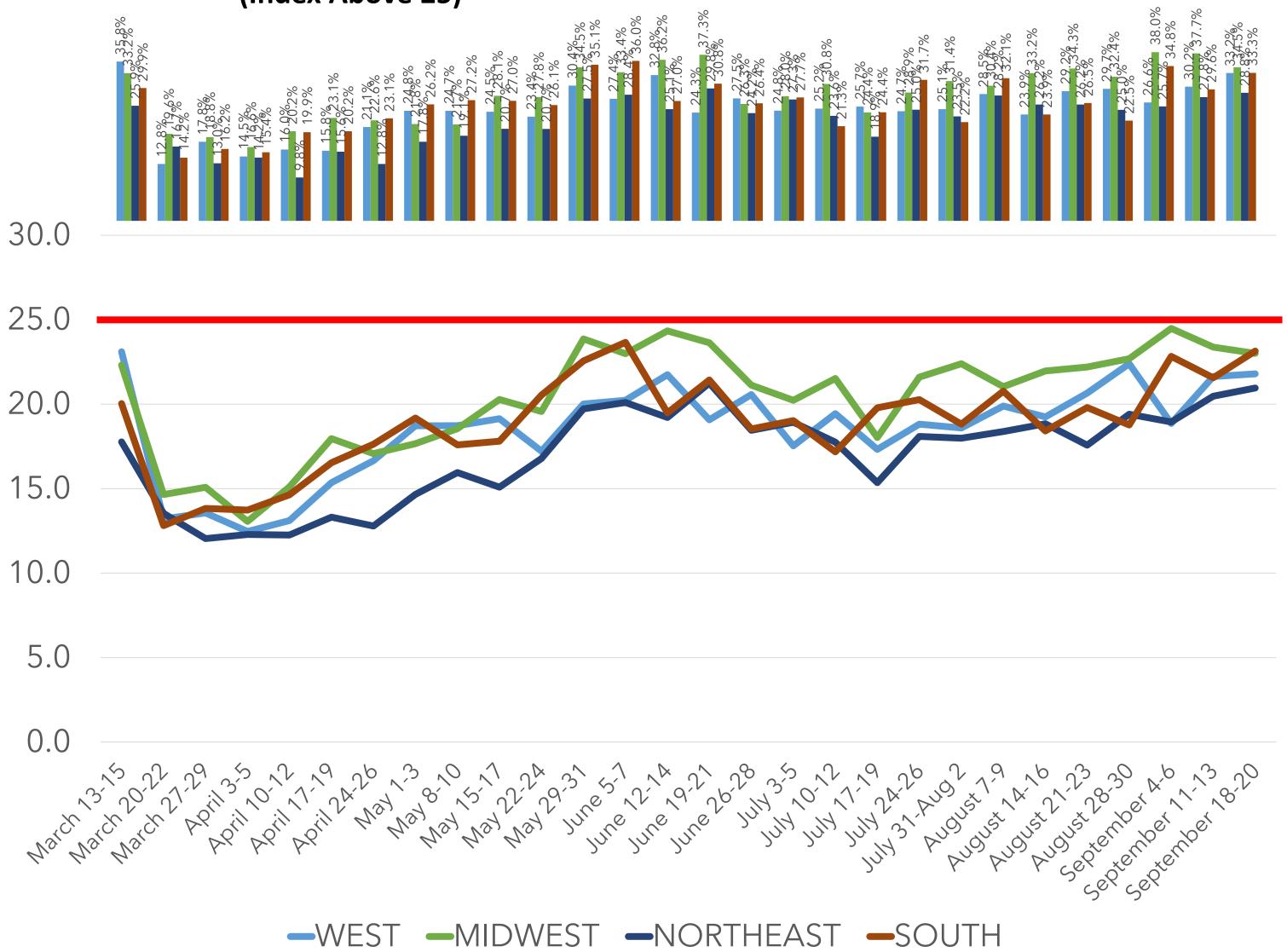
#### Generation ■ Millennials or younger ■ Gen X Boomer or older 60.0% 40.0% 20.0% 0.0%

#### Percent Potentially Marketable (Index Above 25)









## Next/Ongoing Updates

- Key Findings to Know released via email every Monday morning
- Complete Report of Findings sent (and dashboard updated) by each Tuesday morning
- Online Presentation of Findings every Tuesday at 8:00am PST/11:00am EST
- Shareable infographics and gifs on social media





# Do you have a survey topic you want us to explore?

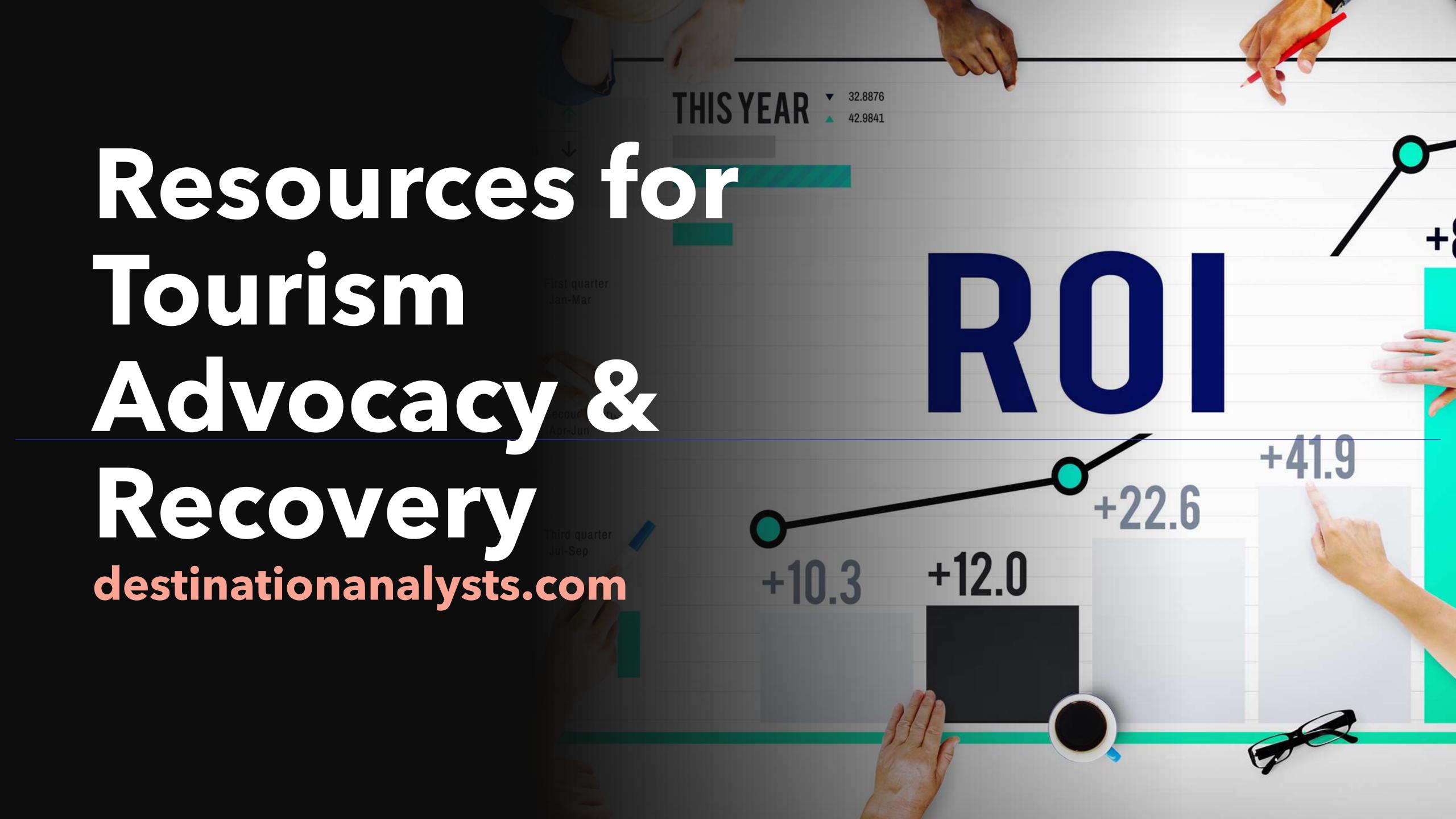
Send suggestions or requests for questions to:

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