



# The Economic Impact of Tourism in New York

2018 Calendar Year

Thousand Islands Focus



TOURISM  
ECONOMICS

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# State Summary

# Key trends in 2018

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- New York State's tourism economy expanded in 2018 with 6.2% growth in traveler spending, reaching a new high of \$71.8 billion—35% above the state's pre-recession peak set in 2008.
- Key data illustrate the industry's performance:
  - Room demand expanded 4.1% in 2018. A 2.3% increase in average daily room rates, coupled with strong room demand, led to a total hotel revenue increase of 6.6% according to STR.
  - Passenger counts at all NYS airports increased 4.5% in 2018, and associated ticket revenue ticked up modestly (+0.7%), following three consecutive years of declines.
- Personal income climbed 4.9% over the prior year, outpacing the general economy.

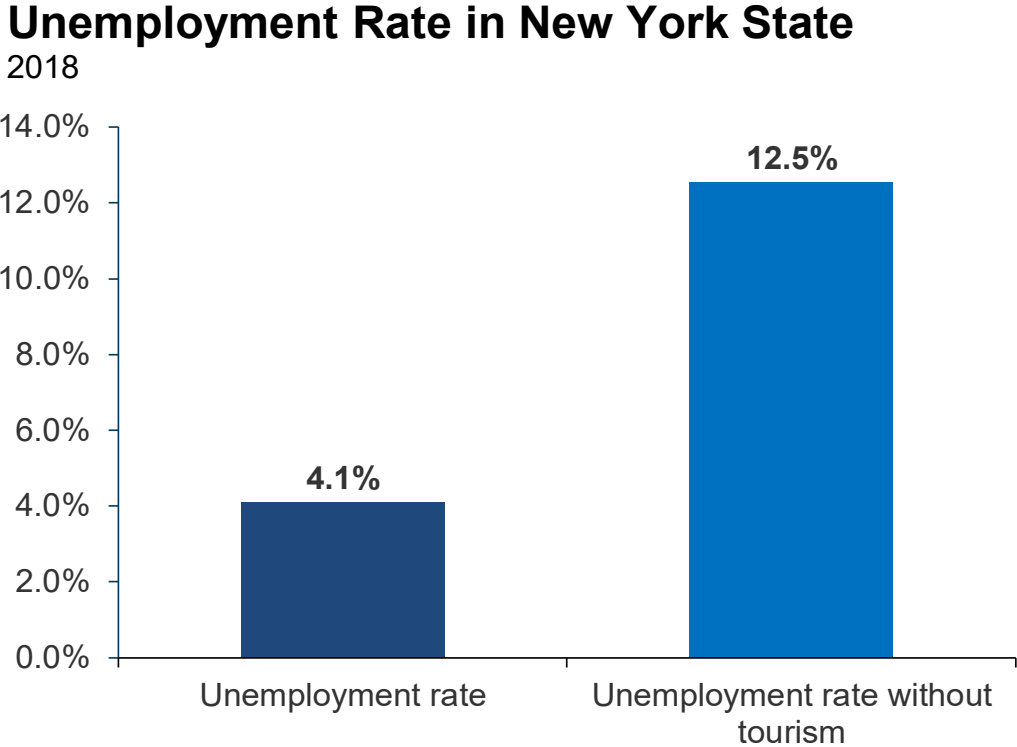
# Headline results

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- Travel & tourism is a substantial and growing component of the New York State economy.
- Direct spending of \$71.8 billion generated nearly \$115 billion in total business sales including indirect and induced impacts.
- Total income of \$38.2 billion was sustained by tourism activity in 2017.
- New York State tourism generated \$8.9 billion in state and local taxes in 2018, saving each NYS household an average of \$1,221 in taxes.

# Tourism is vital to the NYS labor market

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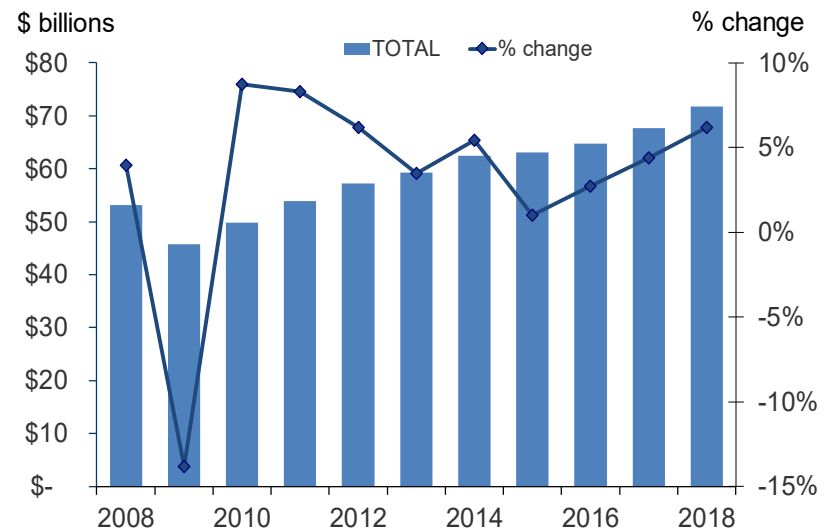
Source: BLS, Tourism Economics

- The unemployment rate in New York State was 4.1% in 2018. If the jobs sustained by travelers were eliminated, the unemployment rate would rise to 12.5%.

# Traveler spending growth

- Traveler spending continued to expand in 2018, growing 6.2%. Excluding purchases of gasoline, traveler spending expanded 5.4% last year.
- As a result, the tourism economy reached another high in 2018, with \$71.8 billion in traveler spending.
- Traveler spending growth has averaged 4.7% per year since the recovery began in 2010 (compound annual growth).

### New York Traveler Spending



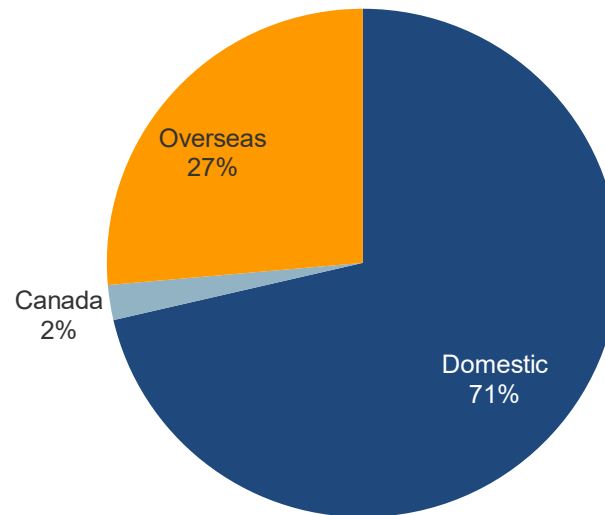
Source: Tourism Economics

# New York State tourism markets

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- US domestic markets supplied 71% (\$51.3 bn) of the New York State's traveler spending base in 2018.
- International markets represented 29% (\$20.6 bn) of the spending base.

**Traveler Spending by Market, 2018**

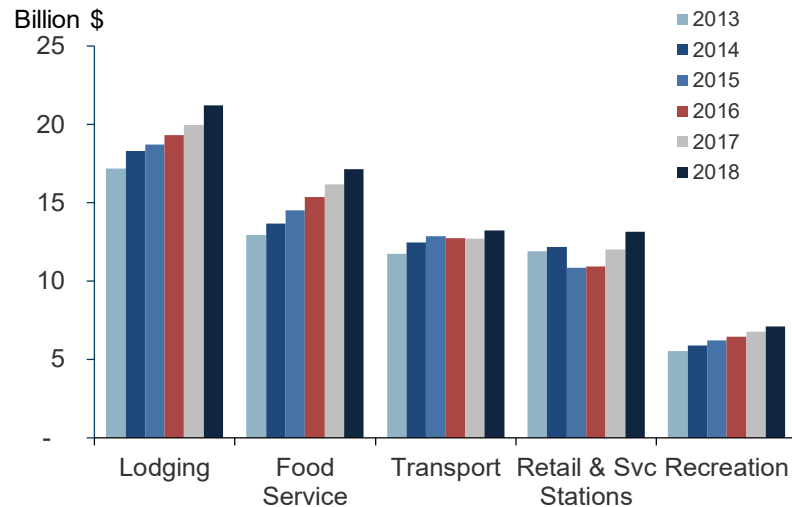


Source: Tourism Economics

# Broad-based growth

- Travelers increased their spending across all sectors in 2018. Higher prices for fuel factored into the increase in traveler spending.
- Spending increased the most in retail and service stations, as gas prices once again rose significantly over the prior year.
- Growth was also strong in the lodging and food service sectors, increasing 6.3% and 6.0%, respectively, over 2017.

**Traveler Spending By Sector**



Source: Tourism Economics

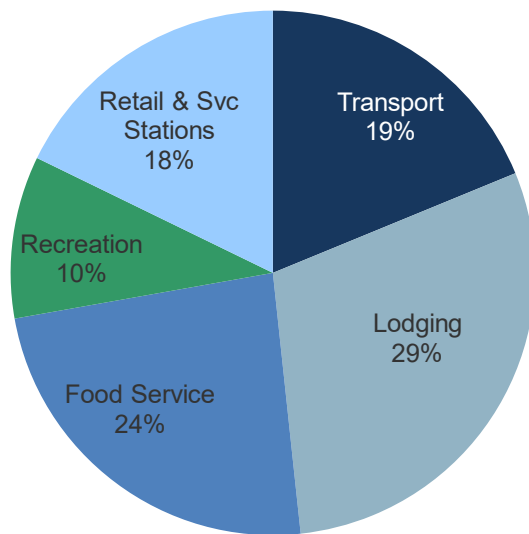


# Traveler spending distribution

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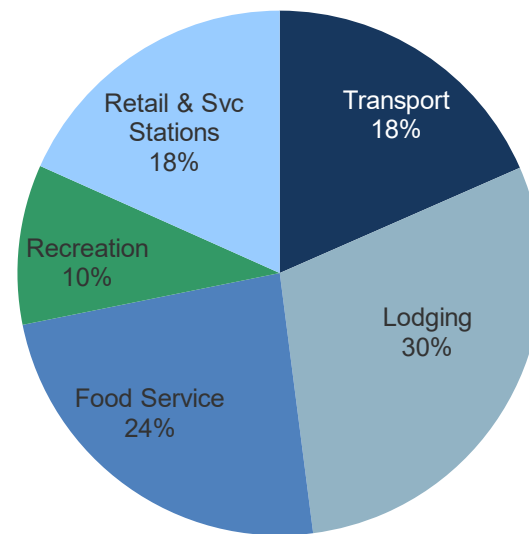
- Traveler spending is diverse and well-distributed across multiple sectors of the economy.
- While spending shares remained similar to 2017, an increase in average daily room rates led to a higher share of the visitor dollar spent on lodging.

**Traveler Spending by Sector, 2017**



Source: Tourism Economics

**Traveler Spending by Sector, 2018**



Source: Tourism Economics

# Historic traveler spending by sector

<b>NYS Traveler Spending, millions</b>							
	Transport	Lodging	Food Service	Recreation	Retail & Svc Stations	TOTAL	% change
2005	\$ 6,453	\$ 11,575	\$ 9,663	\$ 4,259	\$ 4,615	\$ 43,431	8.6%
2006	\$ 6,587	\$ 12,832	\$ 10,565	\$ 4,668	\$ 4,950	\$ 46,574	7.2%
2007	\$ 7,361	\$ 14,301	\$ 11,357	\$ 5,191	\$ 5,360	\$ 51,081	9.7%
2008	\$ 7,610	\$ 14,710	\$ 11,492	\$ 5,336	\$ 5,462	\$ 53,108	4.0%
2009	\$ 6,626	\$ 12,208	\$ 10,511	\$ 4,668	\$ 4,471	\$ 45,777	-13.8%
2010	\$ 10,108	\$ 13,873	\$ 11,313	\$ 4,817	\$ 9,664	\$ 49,775	8.7%
2011	\$ 10,875	\$ 15,155	\$ 11,806	\$ 5,019	\$ 11,055	\$ 53,910	8.3%
2012	\$ 11,504	\$ 16,267	\$ 12,379	\$ 5,332	\$ 11,775	\$ 57,257	6.2%
2013	\$ 11,740	\$ 17,180	\$ 12,953	\$ 5,498	\$ 11,874	\$ 59,245	3.5%
2014	\$ 12,473	\$ 18,292	\$ 13,676	\$ 5,863	\$ 12,152	\$ 62,456	5.4%
2015	\$ 12,853	\$ 18,714	\$ 14,502	\$ 6,183	\$ 10,825	\$ 63,077	1.0%
2016	\$ 12,719	\$ 19,327	\$ 15,375	\$ 6,454	\$ 10,912	\$ 64,787	2.7%
2017	\$ 12,712	\$ 19,958	\$ 16,166	\$ 6,767	\$ 12,030	\$ 67,633	4.4%
2018	\$ 13,236	\$ 21,207	\$ 17,144	\$ 7,081	\$ 13,150	\$ 71,819	6.2%
2018 % change	4.1%	6.3%	6.0%	4.6%	9.3%	6.2%	

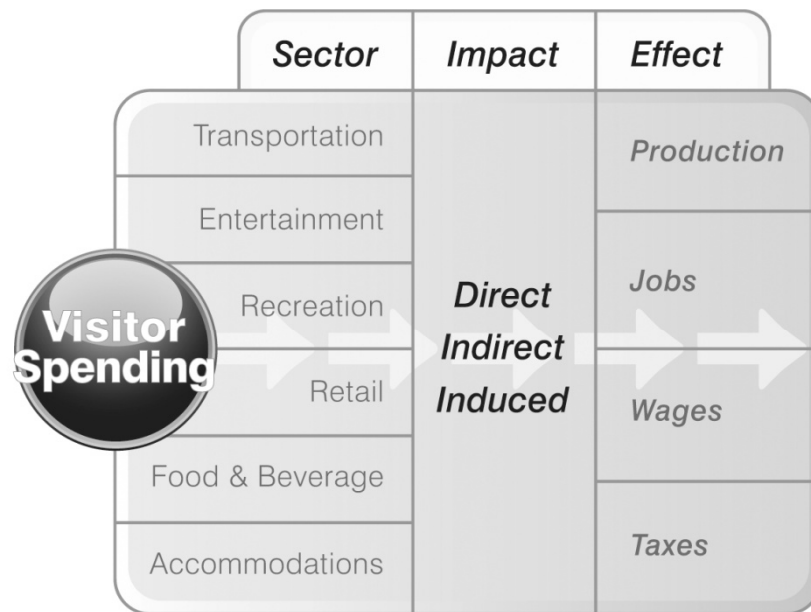
# Traveler spending by market

NYS Traveler Spending by Market				
	Domestic	Canada	Overseas	Total
2010	\$ 35,075	\$ 1,304	\$ 13,396	\$ 49,775
2011	\$ 37,579	\$ 1,395	\$ 14,937	\$ 53,910
2012	\$ 40,050	\$ 1,495	\$ 15,711	\$ 57,257
2013	\$ 41,030	\$ 1,554	\$ 16,661	\$ 59,245
2014	\$ 43,533	\$ 1,638	\$ 17,285	\$ 62,456
2015	\$ 44,045	\$ 1,540	\$ 17,493	\$ 63,077
2016	\$ 45,570	\$ 1,461	\$ 17,755	\$ 64,787
2017	\$ 47,219	\$ 1,556	\$ 18,858	\$ 67,633
2018	\$ 51,268	\$ 1,598	\$ 18,953	\$ 71,819
2010 Growth	5.8%	15.2%	16.7%	8.7%
2011 Growth	7.1%	7.0%	11.5%	8.3%
2012 Growth	6.6%	7.2%	5.2%	6.2%
2013 Growth	2.4%	3.9%	6.0%	6.2%
2014 Growth	6.1%	5.4%	3.7%	5.4%
2015 Growth	1.2%	-6.0%	1.2%	1.0%
2016 Growth	3.5%	-5.1%	1.5%	2.7%
2017 Growth	3.6%	6.5%	6.2%	4.4%
2018 Growth	8.6%	2.7%	0.5%	6.2%

- Spending from all market segments increased, led by domestic travelers. Despite healthy increases in visitation from both overseas and Canadian visitors, spending slowed. Domestic spend remains the highest in terms of levels amongst all visitors.

# How traveler spending generates impact

- Travelers create direct economic value within a discrete group of sectors (e.g. recreation, transportation). This supports a relative proportion of jobs, wages, taxes, and GDP within each sector.
- Each directly affected sector also purchases goods and services as inputs (e.g. food wholesalers, utilities) into production. These impacts are called indirect impacts.



- Lastly, the induced impact is generated when employees whose incomes are generated either directly or indirectly by tourism, spend those incomes in the city economy.

# Traveler-generated sales

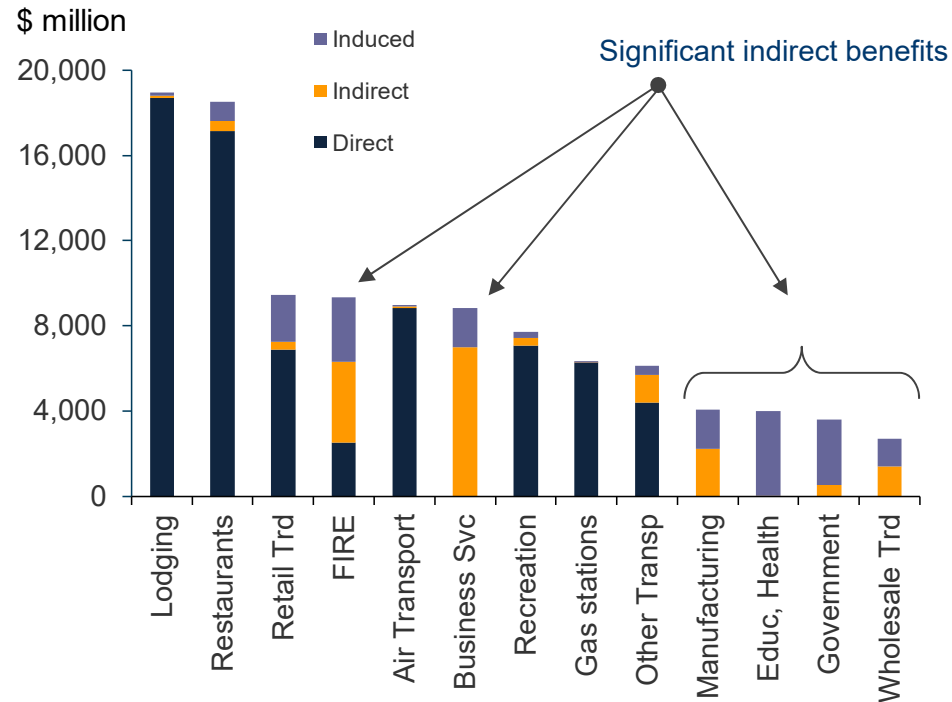
- Including the indirect and induced impacts, traveler spending generated nearly \$115 billion in business sales in 2018, increasing 5.6%.

<b>Tourism Sales (Output)</b>					
<b>(US\$ Million, 2018)</b>					
	<b>Direct*</b>	<b>Indirect</b>	<b>Induced</b>	<b>Total</b>	<b>% change</b>
Agriculture, Fishing, Mining		466	197	663	4.7%
Construction and Utilities		1,347	635	1,982	4.7%
Manufacturing		2,241	1,838	4,080	4.6%
Wholesale Trade		1,401	1,297	2,697	4.6%
Air Transport	8,848	57	73	8,978	5.2%
Other Transport	4,388	1,299	444	6,131	2.7%
Retail Trade	6,893	356	2,190	9,439	4.2%
Gasoline Stations	6,258	13	76	6,347	15.5%
Communications		1,438	809	2,247	4.7%
Finance, Insurance and Real Estate	2,517	3,775	3,062	9,355	4.5%
Business Services		6,978	1,846	8,824	4.7%
Education and Health Care		25	3,989	4,014	4.4%
Recreation and Entertainment	7,081	346	275	7,703	4.6%
Lodging	18,690	125	147	18,962	6.5%
Food & Beverage	17,144	472	917	18,533	5.9%
Personal Services		386	868	1,254	4.5%
Government		535	3,059	3,594	4.5%
<b>TOTAL</b>	<b>71,819</b>	<b>21,263</b>	<b>21,721</b>	<b>114,802</b>	<b>5.6%</b>
<b>% change</b>	<b>6.2%</b>	<b>4.8%</b>	<b>4.4%</b>	<b>5.6%</b>	

Note: Direct Sales include cost of goods sold for retail and gasoline stations

# Traveler-generated sales

## Traveler-Generated Sales by Industry



\* Direct sales include cost of goods sold for retail

\*\* Air transport includes local airline and airport operations, including sales generated by inbound visitors, plus outbound and transit passengers

\*\*\* FIRE = Finance, Insurance, and Real Estate

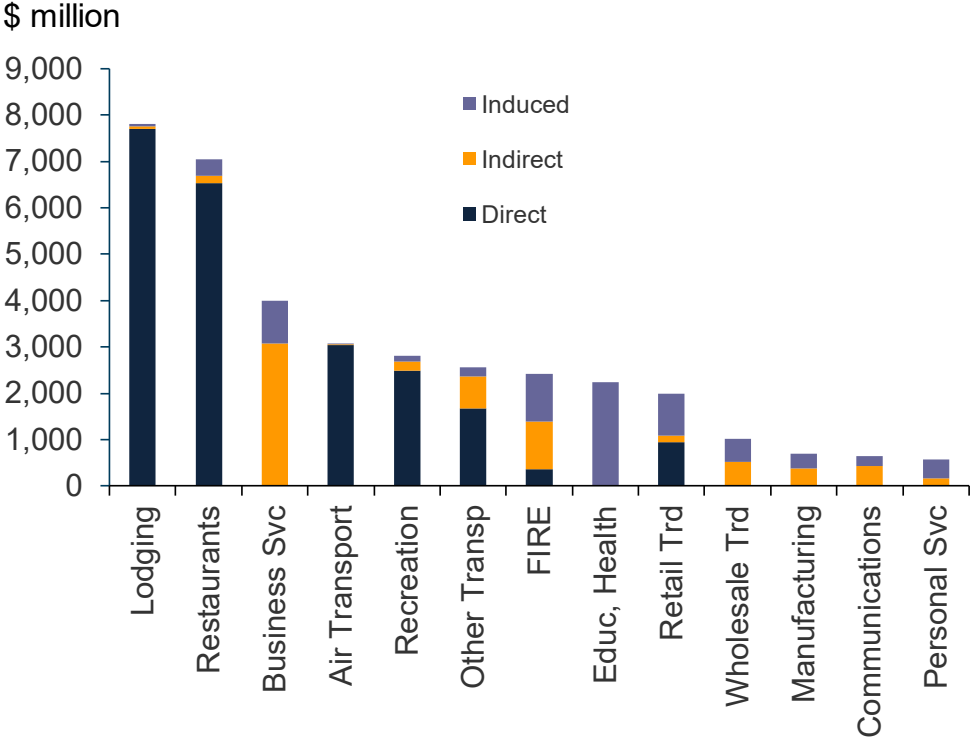
# Traveler-generated income

<b>Tourism Income (Compensation)</b>					
<b>(US\$ Million, 2018)</b>					
	<b>Direct</b>	<b>Indirect</b>	<b>Induced</b>	<b>Total</b>	<b>% change</b>
<b>Agriculture, Fishing, Mining</b>		88	49	137	4.6%
<b>Construction and Utilities</b>		386	159	545	4.6%
<b>Manufacturing</b>		383	323	706	4.6%
<b>Wholesale Trade</b>		520	495	1,016	4.6%
<b>Air Transport</b>	3,035	18	23	3,076	4.7%
<b>Other Transport</b>	1,667	701	194	2,562	4.7%
<b>Retail Trade</b>	942	143	902	1,987	4.2%
<b>Gasoline Stations</b>	426	4	24	454	4.0%
<b>Communications</b>		435	205	640	4.6%
<b>Finance, Insurance and Real Estate</b>	357	1,040	1,016	2,413	4.5%
<b>Business Services</b>		3,079	926	4,005	4.6%
<b>Education and Health Care</b>		14	2,227	2,241	4.7%
<b>Recreation and Entertainment</b>	2,493	192	130	2,815	4.6%
<b>Lodging</b>	7,704	46	53	7,803	5.7%
<b>Food &amp; Beverage</b>	6,527	171	342	7,040	4.5%
<b>Personal Services</b>		165	403	568	4.7%
<b>Government</b>		140	82	222	4.6%
<b>TOTAL</b>	<b>23,151</b>	<b>7,524</b>	<b>7,554</b>	<b>38,228</b>	<b>4.8%</b>
<b>% change</b>	4.9%	4.6%	4.7%	4.8%	

- Tourism-generated income grew 4.8% as a function of both employment growth and pay increases, registering \$38.2 billion in 2018.

# Traveler-generated income

## Traveler-Generated Income by Industry



FIRE = Finance, Insurance, and Real Estate



# Tourism tax generation

<b>Travel-Generated Taxes</b>	
<b>(US\$ Million, 2018)</b>	
	<b>Total</b>
<b>Federal Taxes</b>	<b>9,799.1</b>
Corporate	1,659.2
Indirect Business	745.0
Personal Income	3,492.4
Social Security	3,902.5
<b>State and Local Taxes</b>	<b>8,917.3</b>
Corporate	1,767.1
Personal Income	1,510.1
Sales	2,700.1
Property	2,443.7
Excise and Fees	355.4
State Unemployment	140.9
<b>TOTAL</b>	<b>18,716.4</b>
<b>% change</b>	<b>4.8%</b>

- Tourism generated just over \$18.7 billion in taxes in 2018, growing 4.8%.
- Total state and local tax proceeds of \$8.9 billion saved the state's households an average of \$1,221 in tax burden.

# Tourism tax generation: state vs. local

<b>Travel-Generated Taxes</b>						
<b>(US\$ Million)</b>						
<b>Tax Type</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>State Tax Subtotal</b>	<u>3,250.4</u>	<u>3,413.1</u>	<u>3,498.3</u>	<u>3,614.8</u>	<u>3,719.4</u>	<u>3,917.0</u>
Corporate	631.0	662.8	674.2	692.4	708.0	747.6
Personal Income	980.2	1,028.4	1,069.9	1,118.6	1,154.6	1,209.9
Sales	1,347.6	1,415.6	1,439.9	1,478.8	1,517.5	1,602.4
Property	0.0	0.0	0.0	0.0	0.0	0.0
Excise and Fees	179.9	189.0	192.2	197.4	204.8	216.3
State Unemployment	111.8	117.3	122.0	127.6	134.4	140.9
<b>Local Tax Subtotal</b>	<u>4,226.9</u>	<u>4,424.8</u>	<u>4,505.1</u>	<u>4,614.2</u>	<u>4,797.7</u>	<u>5,000.2</u>
Corporate	838.9	881.2	896.3	920.5	965.4	1,019.5
Personal Income	218.4	229.1	238.4	249.2	286.5	300.2
Sales	898.4	943.7	959.9	985.9	1,039.5	1,097.7
Property	2,155.6	2,249.2	2,286.8	2,331.6	2,374.5	2,443.7
Excise and Fees	115.7	121.6	123.6	127.0	131.7	139.1
State Unemployment	0.0	0.0	0.0	0.0	0.0	0.0

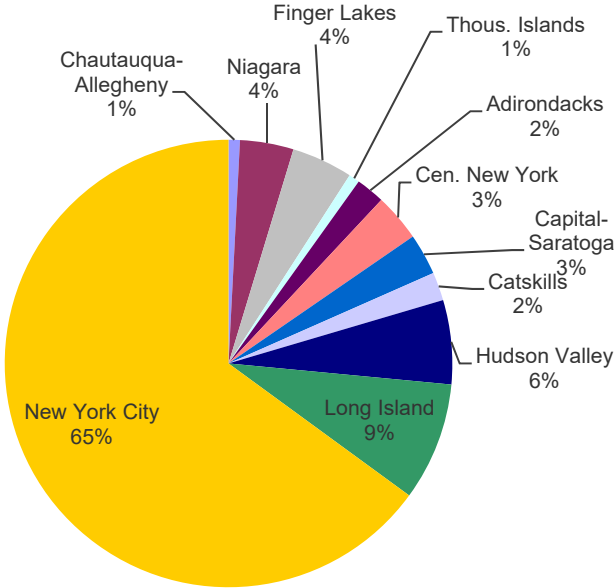
- Tourism generated \$3.9 billion in state taxes, and just over \$5.0 billion in local taxes in 2018.

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# Regional Summary

# Traveler spending by region

Traveler Spending, 2018

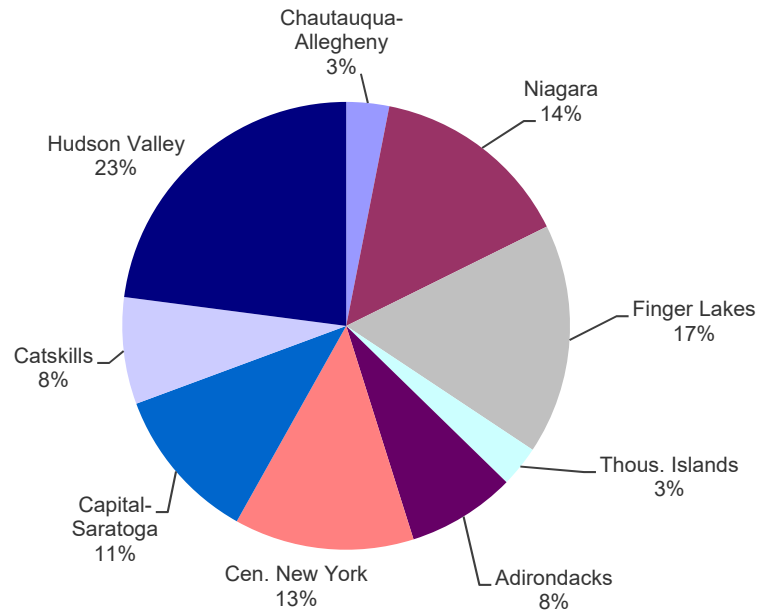


- New York State is divided into 11 economic regions.
- New York City is the largest single tourism region with 65% of state visitor spend.
- New York City, Long Island, and Hudson Valley together comprise 80% of New York State traveler spend.

# Upstate traveler spending by region

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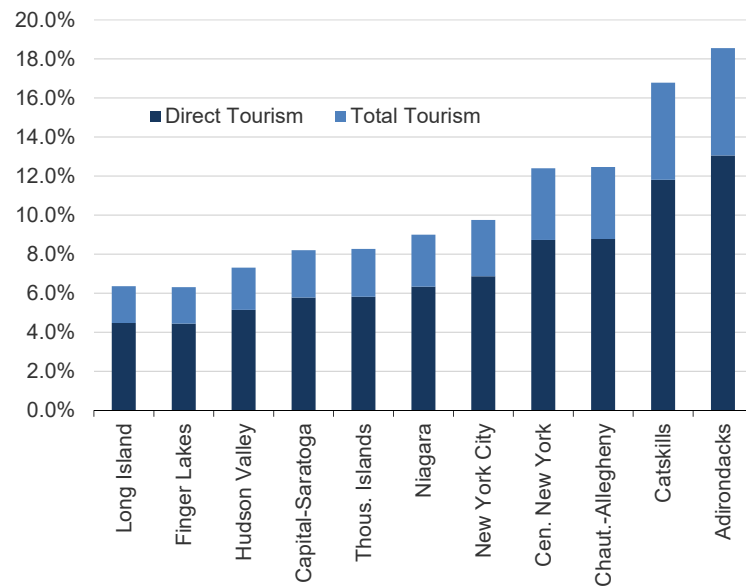
## Upstate Traveler Spending, 2018



- Traveler spending across the upstate regions of New York is more evenly distributed (excludes NYC and Long Island).

# Reliance on tourism

## Tourism Share of Regional Employment in 2018

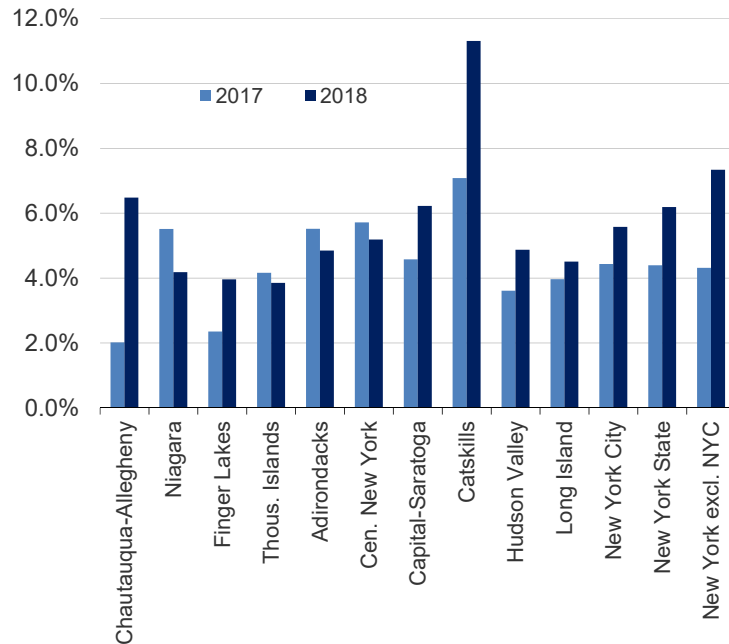


- Tourism is an integral part of every region's economy, generating from 6% to 19% of employment.
- Tourism is most important to the Adirondacks and Catskills, generating 19% and 17% of total employment, respectively.

Note: All regional and county tourism shares are calculated using QCEW (ES-202) employment and wage totals as produced by the NYS Dept. of Labor.

# Traveler spending growth

## Growth in Traveler Spending



- Traveler spending increased in all regions in 2018, generally at a higher rate than in 2017.
- The strongest growth occurred in the Catskills, Chautauqua-Allegheny, and Capital-Saratoga regions.
- Traveler spending growth was led by retail and service stations, in part due to elevated fuel prices. The lodging and food service sectors additionally experienced strong growth.

# Regional growth

## Traveler Spend Year-Over-Year Comparison

Traveler Spend '000s	2016	2017	2018	2018 / 2017 %
1. Chautauqua-Allegheny	\$ 541,924	\$ 552,847	\$ 588,668	6.5%
2. Greater Niagara	\$ 2,527,005	\$ 2,666,342	\$ 2,777,872	4.2%
3. Finger Lakes	\$ 2,977,992	\$ 3,048,050	\$ 3,168,690	4.0%
4. Thousand Islands	\$ 521,599	\$ 543,319	\$ 564,236	3.8%
5. Adirondacks	\$ 1,347,424	\$ 1,421,767	\$ 1,490,681	4.8%
6. Central New York	\$ 2,223,911	\$ 2,351,046	\$ 2,473,007	5.2%
7. Capital-Saratoga	\$ 1,922,968	\$ 2,010,982	\$ 2,136,117	6.2%
8. Catskills	\$ 1,232,096	\$ 1,319,364	\$ 1,468,595	11.3%
9. Hudson Valley*	\$ 3,536,433	\$ 3,664,056	\$ 4,365,871	N/A
10. Long Island	\$ 5,646,539	\$ 5,870,546	\$ 6,135,235	4.5%
11. New York City	\$ 42,308,741	\$ 44,184,748	\$ 46,649,839	5.6%
<b>TOTAL</b>	<b>\$ 64,786,632</b>	<b>\$ 67,633,067</b>	<b>\$ 71,818,812</b>	<b>6.2%</b>

\*Due to a model revision for 2018, previous years are not comparable for Hudson Valley



# Regional tourism summary (2018)

## Tourism Economic Impact Combined Direct, Indirect, and Induced

Tourism Economic Impact	Direct Sales, '000s	Labor Income, '000s	Employment, Persons	Local Taxes, '000s	State Taxes, '000s
1. Chautauqua-Allegheny	\$ 588,668	\$ 264,505	11,383	\$ 39,923	\$ 32,106
2. Greater Niagara	\$ 2,777,872	\$ 1,516,478	53,009	\$ 184,503	\$ 151,506
3. Finger Lakes	\$ 3,168,690	\$ 1,571,380	58,853	\$ 225,684	\$ 172,821
4. Thousand Islands	\$ 564,236	\$ 246,478	9,074	\$ 36,295	\$ 30,774
5. Adirondacks	\$ 1,490,681	\$ 705,605	21,089	\$ 101,585	\$ 81,302
6. Central New York	\$ 2,473,007	\$ 1,400,603	37,015	\$ 153,292	\$ 134,879
7. Capital-Saratoga	\$ 2,136,117	\$ 1,181,885	38,406	\$ 142,855	\$ 116,505
8. Catskills	\$ 1,468,595	\$ 674,800	19,526	\$ 96,621	\$ 80,098
9. Hudson Valley	\$ 4,365,871	\$ 2,256,370	62,262	\$ 307,421	\$ 238,116
10. Long Island	\$ 6,135,235	\$ 3,281,344	81,735	\$ 405,707	\$ 334,618
11. New York City	\$ 46,649,839	\$ 25,128,860	414,693	\$ 3,306,343	\$ 2,544,298
<b>TOTAL</b>	<b>\$ 71,818,812</b>	<b>\$ 38,228,308</b>	<b>807,047</b>	<b>\$ 5,000,229</b>	<b>\$ 3,917,022</b>

# Regional tourism impact distribution (2018)

## Tourism Economic Impact Regional Shares

Tourism Distribution	Sales	Labor Income	Employment	Local Taxes	State Taxes
1. Chautauqua-Allegheny	1%	1%	1%	1%	1%
2. Greater Niagara	4%	4%	7%	4%	4%
3. Finger Lakes	4%	4%	7%	5%	4%
4. Thousand Islands	1%	1%	1%	1%	1%
5. Adirondacks	2%	2%	3%	2%	2%
6. Central New York	3%	4%	5%	3%	3%
7. Capital-Saratoga	3%	3%	5%	3%	3%
8. Catskills	2%	2%	2%	2%	2%
9. Hudson Valley	6%	6%	8%	6%	6%
10. Long Island	9%	9%	10%	8%	9%
11. New York City	65%	66%	51%	66%	65%
TOTAL	100%	100%	100%	100%	100%

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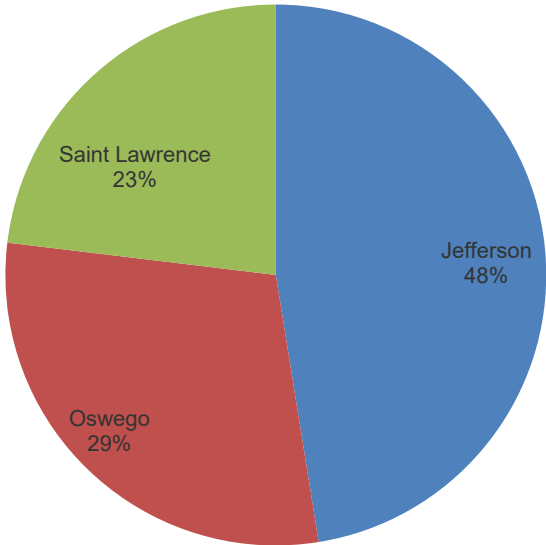
# Regional Detail for the Thousand Islands

# Thousand Islands, county distribution

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- Tourism in the Thousand Islands region is a \$564 million industry, supporting 9,074 jobs.
- Jefferson county represents 48% of the region’s tourism sales with \$268 million in traveler spending.
- Traveler spending in the region rose 3.8% in 2018.

**Traveler Spending**



# Thousand Islands, total tourism impact

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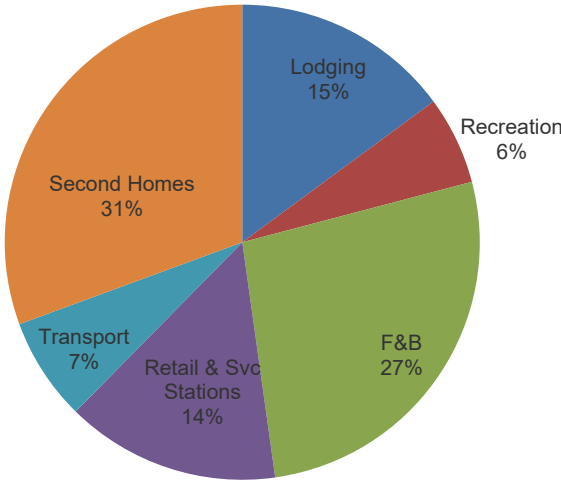
Total Tourism Impact, 2018	Traveler Spend '000	Labor Income, '000	Employment	Local Taxes '000	State Taxes '000
Jefferson	\$267,814	\$122,682	4,511	\$17,799	\$14,607
Oswego	\$166,134	\$72,205	2,874	\$9,821	\$9,061
Saint Lawrence	\$130,289	\$51,591	1,689	\$8,675	\$7,106
<b>TOTAL</b>	<b>\$564,236</b>	<b>\$246,478</b>	<b>9,074</b>	<b>\$36,295</b>	<b>\$30,774</b>

# Thousand Islands, traveler spending

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- Travelers spent \$564 million in the Thousand Islands in 2018 across a diverse range of sectors.
- Spending on the rental and upkeep of second homes and at restaurants comprised 31% and 27% of the total, respectively.

**Traveler Spending**



# Thousand Islands, traveler spending

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2018 Traveler Spend '000s	Lodging	Recreation	F&B	Retail & Svc Stations	Transport	Second Homes	Total
Jefferson	\$43,125	\$16,144	\$71,328	\$40,761	\$15,250	\$81,206	\$267,814
Oswego	\$20,486	\$14,158	\$52,544	\$25,821	\$18,732	\$34,393	\$166,134
Saint Lawrence	\$20,485	\$3,595	\$27,718	\$15,688	\$5,705	\$57,097	\$130,289
<b>TOTAL</b>	<b>\$84,095</b>	<b>\$33,897</b>	<b>\$151,590</b>	<b>\$82,270</b>	<b>\$39,688</b>	<b>\$172,696</b>	<b>\$564,236</b>

## Regional growth

Traveler Spend '000s	2016	2017	2018	2018 / 2017 %
Jefferson	\$ 253,051	\$ 259,938	\$ 267,814	3.0%
Oswego	\$ 146,013	\$ 157,735	\$ 166,134	5.3%
Saint Lawrence	\$ 122,535	\$ 125,646	\$ 130,289	3.7%
<b>TOTAL</b>	<b>\$ 521,599</b>	<b>\$ 543,319</b>	<b>\$ 564,236</b>	<b>3.8%</b>

State Taxes, \$	2016	2017	2018	2018 / 2017 %
Jefferson	14,119,061	14,295,112	14,606,658	2.2%
Oswego	8,146,817	8,674,533	9,061,002	4.5%
Saint Lawrence	6,836,844	6,909,839	7,105,982	2.8%
<b>TOTAL</b>	<b>29,102,722</b>	<b>29,879,483</b>	<b>30,773,642</b>	<b>3.0%</b>

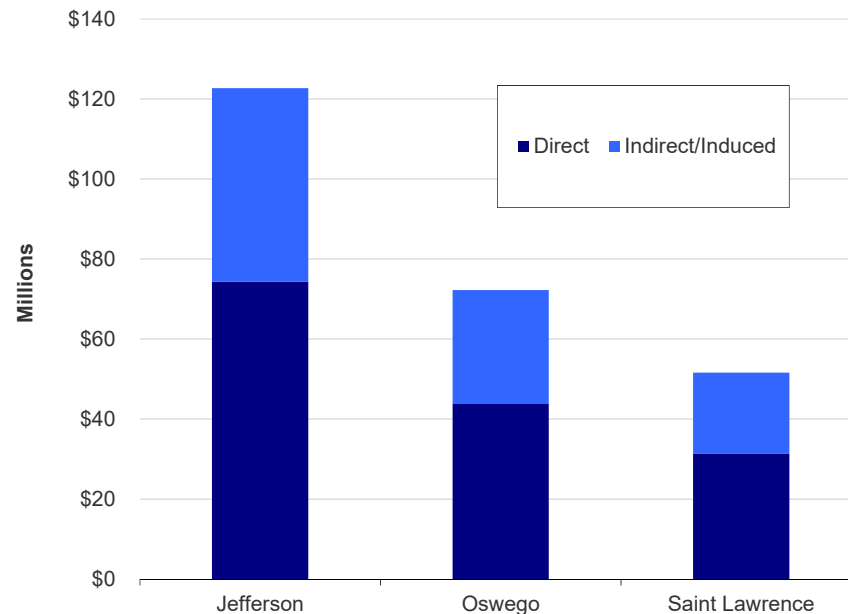
Local Taxes, \$	2016	2017	2018	2018 / 2017 %
Jefferson	17,367,870	17,942,934	17,798,727	-0.8%
Oswego	8,819,737	9,526,704	9,821,326	3.1%
Saint Lawrence	8,392,853	8,701,938	8,674,597	-0.3%
<b>TOTAL</b>	<b>34,580,459</b>	<b>36,171,576</b>	<b>36,294,650</b>	<b>0.3%</b>



# Thousand Islands, labor income

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## Tourism-Generated Labor Income

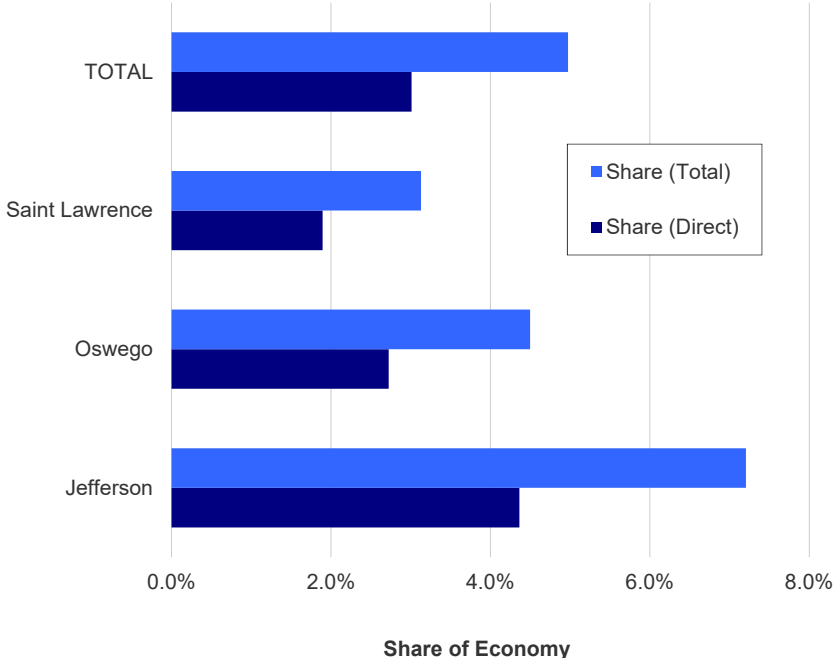


- Tourism in the Thousand Islands region generated \$149 million in direct labor income and \$246 million including indirect and induced impacts.
- Tourism is most important to the economy of Jefferson County, generating \$123 million in labor income.

# Thousand Islands, labor income

- 5.0% of all labor income in the Thousand Islands region is generated by tourism.
- Jefferson County is the most dependent upon tourism with 7.2% of all labor income generated by visitors.
- Tourism in Oswego County generated 4.5% of all labor income last year.

### Tourism-Generated Labor Income Share of Economy, 2018



## Thousand Islands, labor income

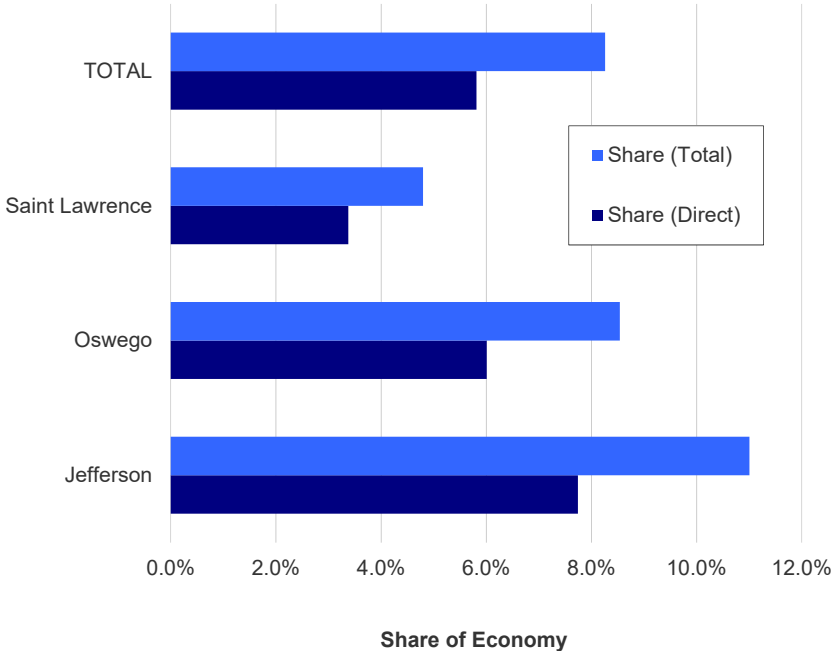
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2018 Tourism Labor Income, '000	Direct	Total (Direct, Indir., Induced)	Share (Direct)	Share (Total)
Jefferson	\$74,295	\$122,682	4.4%	7.2%
Oswego	\$43,727	\$72,205	2.7%	4.5%
Saint Lawrence	\$31,243	\$51,591	1.9%	3.1%
<b>TOTAL</b>	<b>\$149,265</b>	<b>\$246,478</b>	<b>3.0%</b>	<b>5.0%</b>

# Thousand Islands, tourism employment

- 8.3% of all employment in the Thousand Islands region is generated by tourism.
- Jefferson County is the most dependent upon tourism with 11.0% of all employment sustained by visitors.

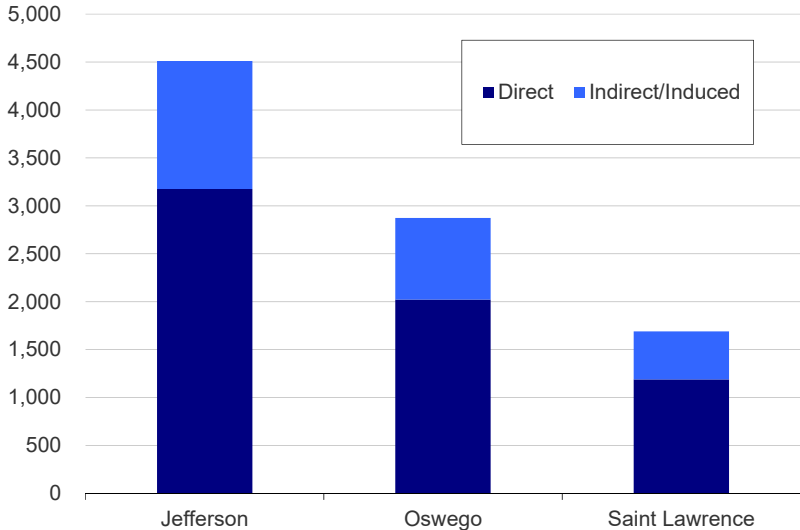
### Tourism-Generated Employment Share of Economy, 2018



# Thousand Islands, tourism employment

## Tourism-Generated Employment, 2018

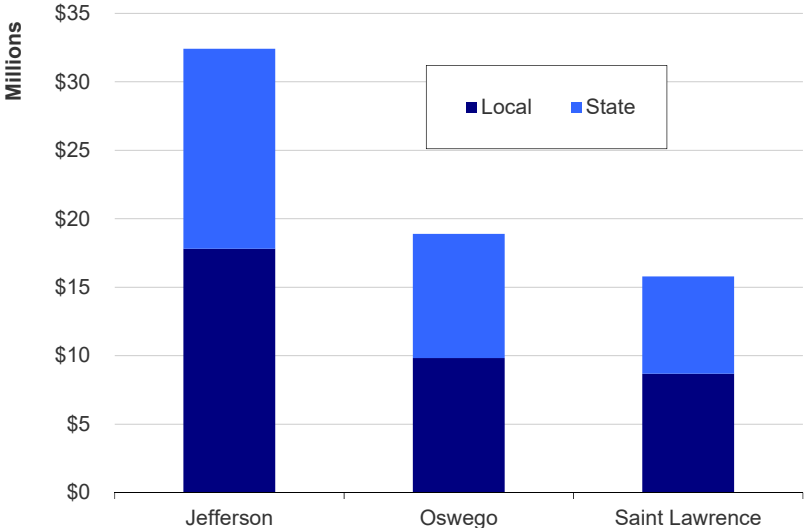
2018 Tourism Employment	Direct	Total (Direct, Ind., Induced)	Share (Direct)	Share (Total)
Jefferson	3,174	4,511	7.7%	11.0%
Oswego	2,022	2,874	6.0%	8.5%
Saint Lawrence	1,189	1,689	3.4%	4.8%
<b>TOTAL</b>	<b>6,385</b>	<b>9,074</b>	<b>5.8%</b>	<b>8.3%</b>



# Thousand Islands, tourism taxes

- Tourism in the Thousand Islands generated \$67 million in state and local taxes in 2018.
- Sales, property, and hotel bed taxes contributed to \$36 million in local taxes.
- Jefferson County produced 48.3% of the region’s tourism tax base in 2018.

### Tourism-Generated Taxes, 2018



# Thousand Islands, tourism taxes

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Tourism-Generated Taxes, 2018	Local Taxes	State Taxes	Total	Region Share	Tax Savings per Household
Jefferson	\$17,798,727	\$14,606,658	\$32,405,384	48.3%	\$750
Oswego	\$9,821,326	\$9,061,002	\$18,882,328	28.2%	\$412
Saint Lawrence	\$8,674,597	\$7,105,982	\$15,780,579	23.5%	\$379
<b>TOTAL</b>	<b>\$36,294,650</b>	<b>\$30,773,642</b>	<b>\$67,068,292</b>	<b>100.0%</b>	<b>\$513</b>

- Were it not for tourism-generated state and local taxes, the average household in the region would have to pay an additional \$513 to maintain the same level of government revenue.

# Methods and data sources

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- Household surveys from the US Travel Association and Longwoods International have provided key inputs in establishing traveler spending figures.
- Industry data on lodging, airports, Amtrak, and attractions contribute to year-over-year growth analysis.
- Employment definitions. The basis of our data and modeling is the Regional Economic Information System (REIS), Bureau of Economic Analysis, U.S. Department of Commerce. This is different than the NYS Department of Labor data source (ES202/QCEW). The main definitional difference is that sole-proprietors, which do not require unemployment insurance, are not counted in the ES202 data. BEA data shows (for example) state accommodations employment at 89,124, compared with QCEW at 82,190. For total employment (across all sectors), the difference is 20%.
- International methodology. Our approach (through Travel Industry Association calculations) is based on estimates of direct survey responses to the Department of Commerce in-flight survey and Statistics Canada data – constrained to BEA international balance of payments data. The NY data are consistent with TIA's state-by-state distribution which ensures against overestimation.
- All employment and income results are constrained to known industry measurements for key tourism sectors.



# Methods and data sources

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- Local taxes are a build-up of individual categories (sales, occupancy, property). The model is not equipped to deal with individual exemptions such as Indian gaming.
- Second home expenditures are based on the stock of seasonal second home inventory. Annual average expenditures for housing are pro-rated to the season length to account for various levels of expenditures not accounted in visitor surveys.
- Lodging sector. Our models use survey information and constrains this to the value of the hotel sector in each county. This can vary from certain bed tax estimates of total revenue for several reasons. One is that the bed tax may only be based on room revenue while total sales for the industry may include other revenue sources (room service, phone, etc.). Another is that certain smaller establishments may not fully report or be required to report their revenue.

# Methods and data sources

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- Tourism Economics utilized the IMPLAN input-output model for New York State to track the flow of sales through the economy to the generation of GDP, employment, wages, and taxes.
- The impacts are measured on three levels:
  - Direct impact: The immediate benefit to persons and companies directly providing goods or services to travelers.
  - Indirect impact: The secondary benefit to suppliers of goods and services to the directly-involved companies. For example, a food wholesaler providing goods to a restaurant. The model is careful to exclude imports from the impact calculations.
  - Induced impact: The tertiary benefit to the local economy as incomes in the prior two levels of impact are spent on goods and services. For example, a restaurant employee spends his wages at a grocery store, generating additional economic output.

# About Tourism Economics

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- Tourism Economics, headquartered in Philadelphia, is an Oxford Economics company dedicated to providing high value, robust, and relevant analyses of the tourism sector that reflects the dynamics of local and global economies. By combining quantitative methods with industry knowledge, Tourism Economics designs custom market strategies, project feasibility analysis, tourism forecasting models, tourism policy analysis, and economic impact studies.
- Our staff have worked with over 100 destinations to quantify the economic value of tourism, forecast demand, guide strategy, or evaluate tourism policies.
- Oxford Economics is one of the world's leading providers of economic analysis, forecasts and consulting advice. Founded in 1981 as a joint venture with Oxford University's business college, Oxford Economics is founded on a reputation for high quality, quantitative analysis and evidence-based advice. For this, it draws on its own staff of 130 highly-experienced professional economists; a dedicated data analysis team; global modeling tools; close links with Oxford University, and a range of partner institutions in Europe, the US and in the United Nations Project Link.
- For more information: [info@tourismeconomics.com](mailto:info@tourismeconomics.com).



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