

### State of the Travel + Tourism Industry May 21, 2024



# **Welcome & Introductions**

### **Today's Proceeds Support:**





*To Publicly Honor and Remember Every American Fallen Service Member and Recognize the Enduring Sacrifice of Every Family* 

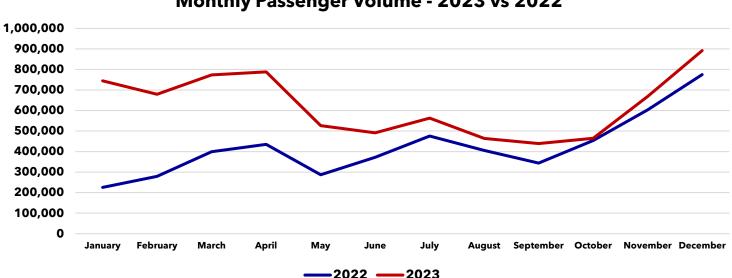
https://honorandremember.org/



### **Hydi Webb** Port Director PortMiami







Monthly Passenger Volume - 2023 vs 2022



#### **Julissa Kepner** GMCVB Board Chair General Manager Miami Marriott Biscayne Bay

# NATIONAL TRAVEL & TOURISM WEEK MAY 19-25, 2024







TRAVEL IS ESSENTIAL TO EVERY COMMUNITY. EVERY INDUSTRY.

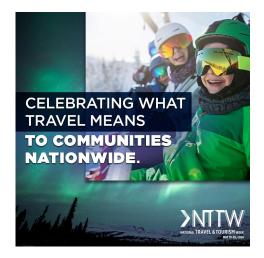


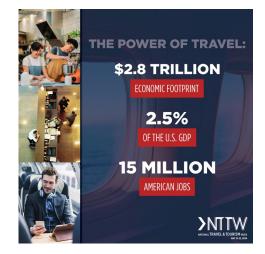


**TRAVEL:** 

ONE INDUSTRY, A \$2.8 TRILLION ECONOMIC FOOTPRINT

) NTTW





### **Why Tourism Matters in Miami-Dade County**

#### **DIRECT SPEND**

27.2M

Visitors to Miami-Dade County in 2023

\$21.2B

in Visitor Spending in Miami-Dade County

#### Visitor spending by category (\$ Billions)



#### **ECONOMIC IMPACT**

\$29.7B

Including direct spend, indirect spend and induced



9%

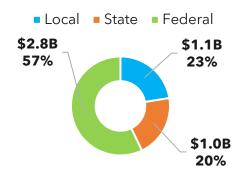
of Miami-Dade County's GDP driven by tourism



#### Supports +200,000 Jobs

10% of Jobs in Miami-Dade County; 136 Visitors = 1 job TOTAL TAXES **\$4.98B** 

generated by visitors to support resident quality of life; 32% of all sales tax



#### **Miami-Dade Resident Savings**

**\$786** per resident **\$2,233** per household *via State and Local Taxes* 

# **Thank You All**



### Mayor Daniella Levine Cava Miami-Dade County



### Mayor Francis Suarez City of Miami



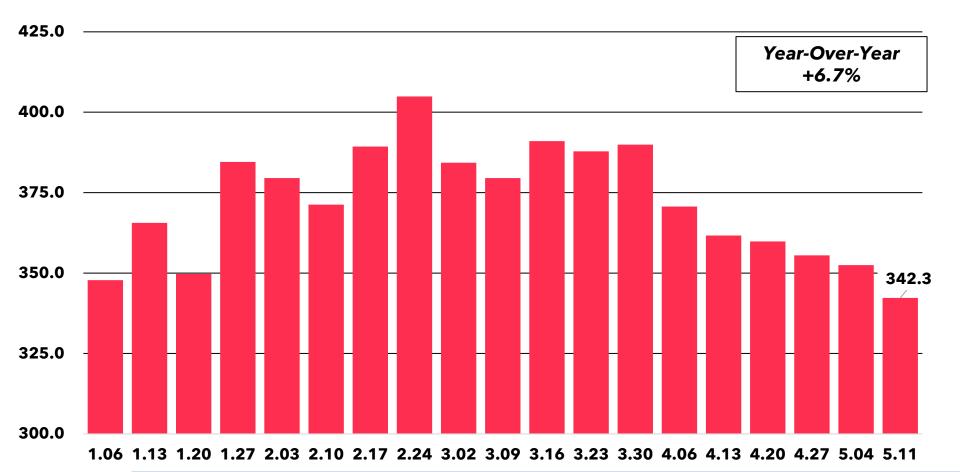
### Mayor Steven Meiner City of Miami Beach



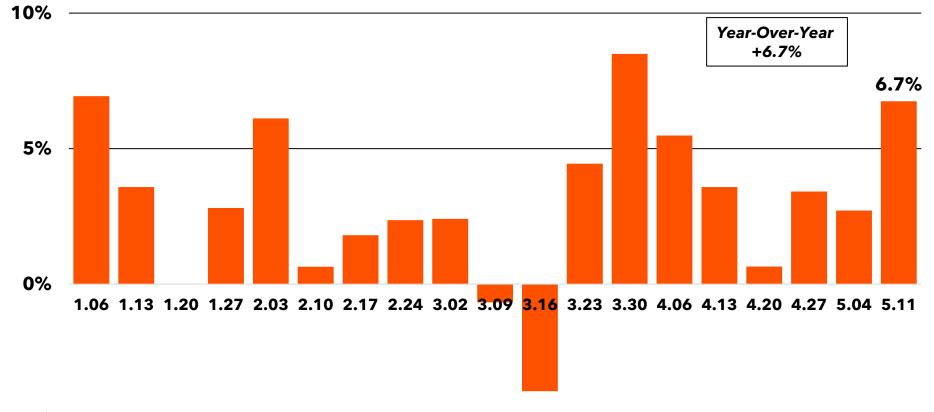
### **Senator Ana Maria Rodriguez** State of Florida - District 39 Chair - Miami-Dade Delegation

How are we doing?

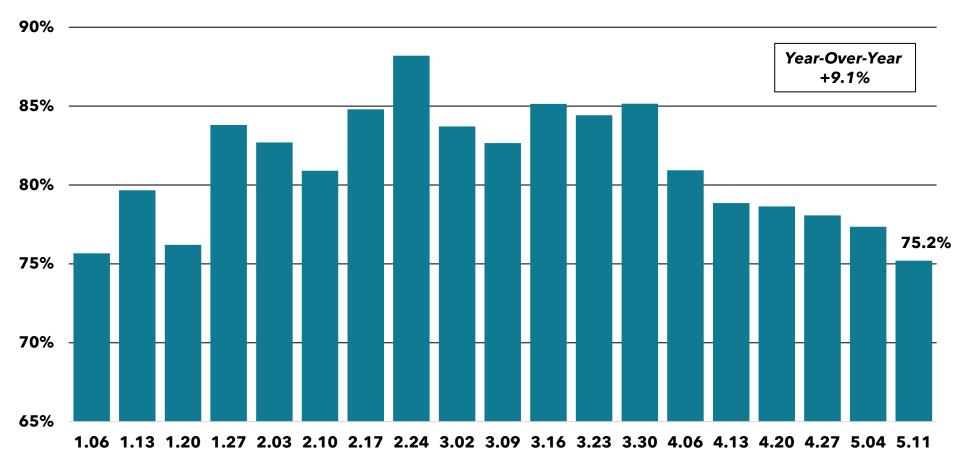
#### Miami-Dade County Weekly Demand (in 1,000s)



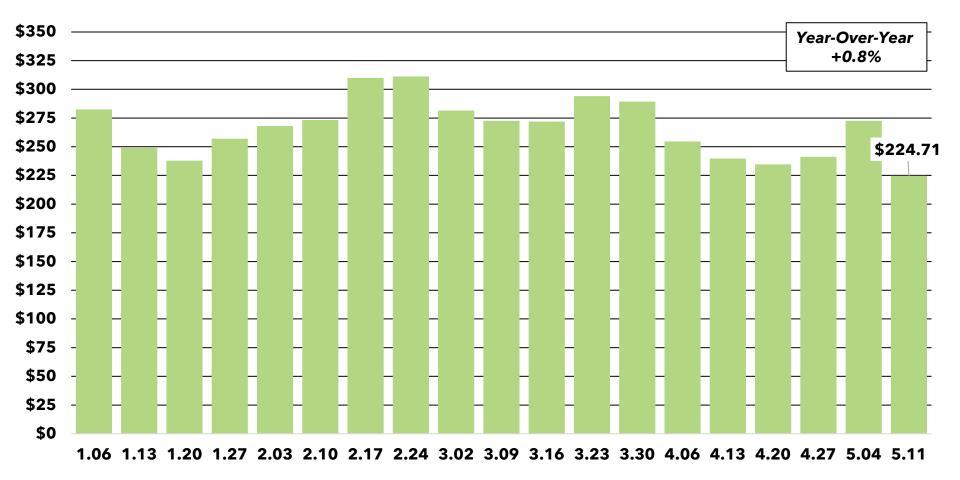
#### Miami-Dade County Weekly Demand % Change - Year Over Year



#### Miami-Dade County Weekly Occupancy (%)



#### Miami-Dade County Weekly Average Daily Rate (ADR)



#### **Top 25 Hotel Markets - Occupancy**

Rank	January - April 2024	Occupancy		
Nalik		%	% Chg	
1	Miami-Dade	81.1%	3.6%	
2	Las Vegas	80.5%	0.5%	
3	Oahu Island	79.5%	2.2%	
4	New York	77.2%	4.1%	
5	Phoenix	76.9%	0.2%	
6	Orlando	76.0%	-3.6%	
7	Tampa	75.9%	-3.5%	
8	San Diego	71.9%	0.0%	
9	Los Angeles	68.8%	- <b>2.5</b> %	
10	Anaheim	68.1%	-1.2%	
11	New Orleans	66.7%	4.2%	
12	Dallas	65.9%	<b>-2.8%</b>	
13	Boston	65.5%	6.2%	
14	Washington, D.C.	<b>64.9%</b>	2.9%	
15	Nashville	64.8%	-4.2%	
16	Atlanta	64.0%	-3.6%	
17	Seattle	62.5%	6.5%	
18	Denver	62.3%	-1.6%	
19	Houston	62.2%	- <b>0.2</b> %	
20	San Francisco	60.2%	-1.9%	
21	Philadelphia	58.0%	4.2%	
22	Saint Louis	54.7%	0.0%	
23	Chicago	54.7%	1.7%	
24	Detroit	53.4%	-1.4%	
25	Minneapolis	50.2%	0.3%	

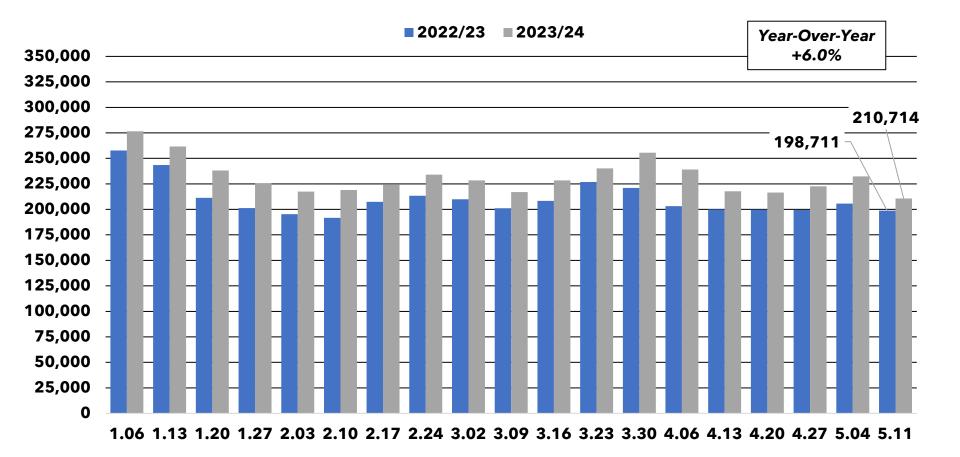
### **Top 25 Hotel Markets - ADR**

Rank	January - April 2024	ADR		
		\$	% Chg	
1	Oahu Island	\$281.66	3.3%	
2	Miami-Dade	\$266.80	- <b>0.9</b> %	
3	New York	\$248.69	5.3%	
4	San Francisco	\$226.26	- <b>3.9</b> %	
5	Phoenix	\$216.49	-3.3%	
6	Orlando	\$212.56	- <b>0.4</b> %	
7	Las Vegas	\$211.06	8.1%	
8	Anaheim	\$204.16	0.6%	
9	Tampa	\$197.62	-1.1%	
10	San Diego	\$197.46	0.8%	
11	Boston	\$192.20	3.5%	
12	Los Angeles	\$191.15	-2.7%	
13	Washington, D.C.	\$184.34	3.8%	
14	New Orleans	\$182.06	-3.5%	
15	Nashville	\$170.53	-1.8%	
16	Seattle	\$150.42	1.5%	
17	Philadelphia	\$141.29	2.3%	
18	Denver	\$135.04	2.1%	
19	Chicago	\$134.47	<b>-0.8%</b>	
20	Dallas	\$132.78	5.1%	
21	Minneapolis	\$125.46	3.2%	
22	Atlanta	\$125.14	-1.4%	
23	Saint Louis	\$121.43	3.3%	
24	Houston	\$119.53	<b>2.9</b> %	
25	Detroit	\$117.71	3.5%	

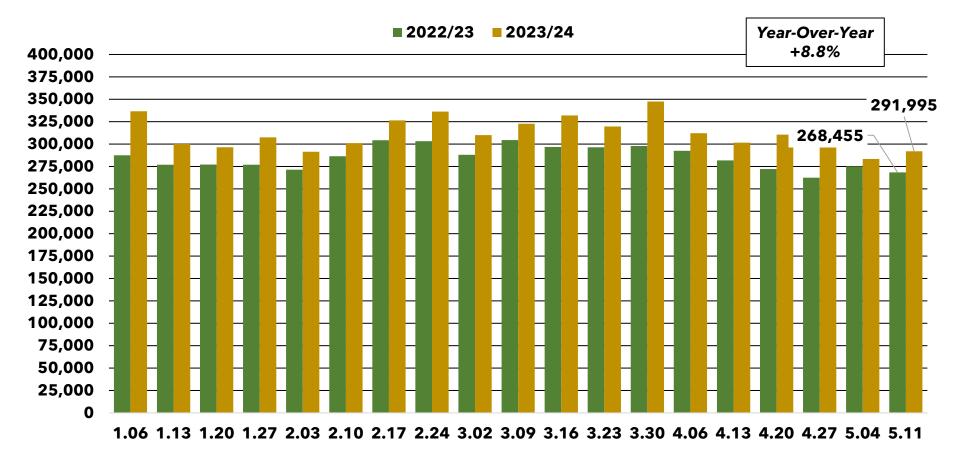
#### **Top 25 Hotel Markets - RevPAR**

Rank	January - April 2024	RevPAR		
		\$	% Chg	
1	Oahu Island	\$223.86	5.5%	
2	Miami-Dade	\$216.50	2.7%	
3	New York	\$192.01	9.7%	
4	Las Vegas	\$169.84	8.7%	
5	Phoenix	\$166.46	-3.1%	
6	Orlando	\$161.47	-4.0%	
7	Tampa	\$149.97	-4.5%	
8	San Diego	\$141.93	0.8%	
9	Anaheim	\$138.94	-0.6%	
10	San Francisco	\$136.32	-5.8%	
11	Los Angeles	\$131.43	-5.1%	
12	Boston	\$125.85	9.9%	
13	New Orleans	\$121.49	0.6%	
14	Washington, D.C.	\$119.69	6.7%	
15	Nashville	\$110.51	<b>-5.9%</b>	
16	Seattle	\$94.07	8.1%	
17	Dallas	\$87.45	2.1%	
18	Denver	\$84.15	0.4%	
19	Philadelphia	\$81.89	6.6%	
20	Atlanta	\$80.11	<b>-4.9%</b>	
21	Houston	\$74.37	2.7%	
22	Chicago	\$73.53	0.8%	
23	Saint Louis	\$66.40	3.3%	
24	Minneapolis	\$63.03	3.5%	
25	Detroit	\$62.91	2.1%	

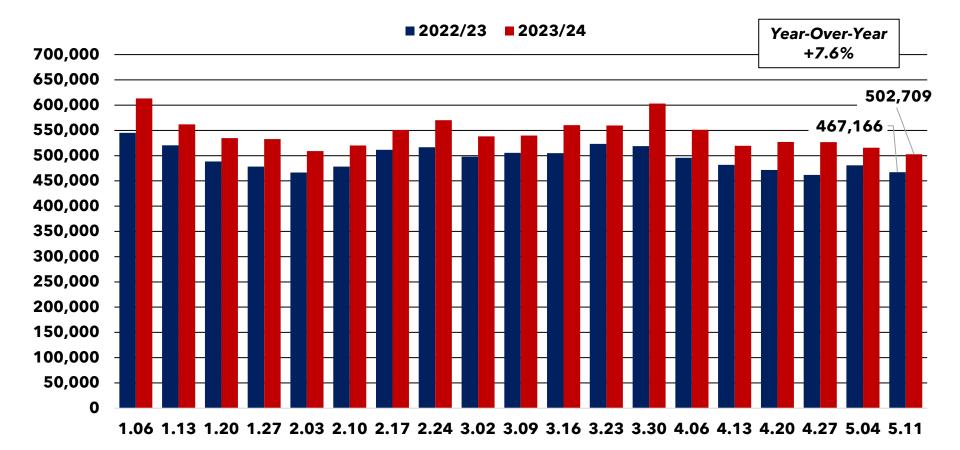
#### Miami International Airport - Weekly International Arrivals



#### Miami International Airport - Weekly Domestic Arrivals



#### Miami International Airport - International + Domestic Arrivals





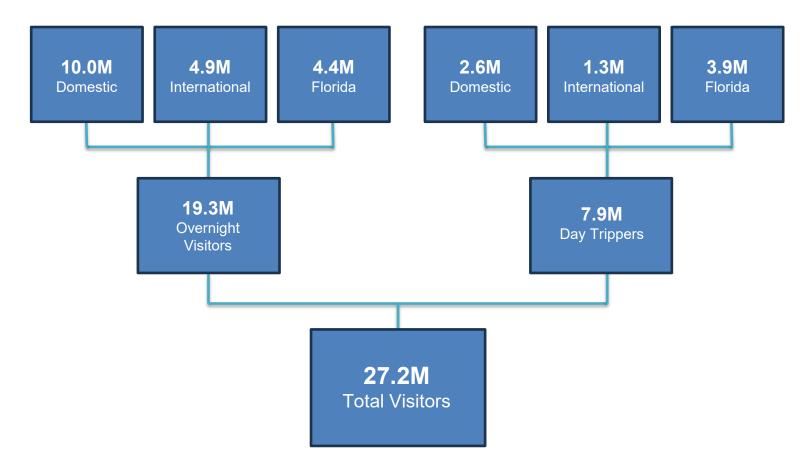
### **2023 - Another Record Year**

### **52.3 million total passengers (+3.2%)** Highest-ever passenger count / 2<sup>nd</sup> consecutive record year

### 23.2 million international travelers (+8.5%)

**2023 In Review** 

#### **Greater Miami and Miami Beach Visitors - 2023**

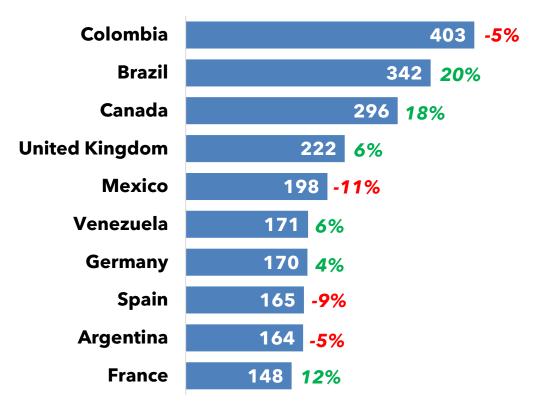


#### Greater Miami & Miami Beach Visitors (1,000s)

	2020	2021	2022	2023	2023 v 2022
Domestic Overnight Visitors	4,328	8,719	10,369	10,031	-3%
International Overnight	1,842	3,747	4,743	4,905	3%
Florida Resident Overnight Visitors	1,708	3,450	4,057	4,362	8%
Total Overnight Visitors	7,877	15,915	19,169	19,298	1%

#### **2023 Top 10 International Overnight Visitor Markets**

(in 1,000s)



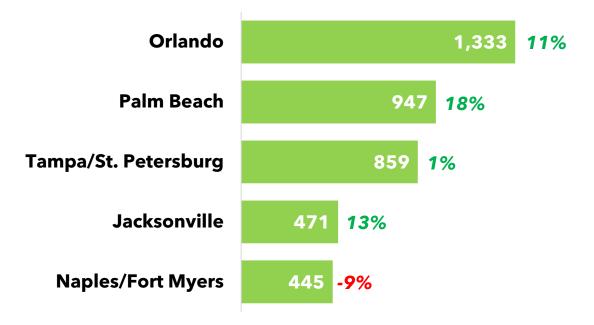
#### **2023 Top 10 Domestic Overnight Visitor Markets**

#### (in 1,000s)

New York City	1,	987 <mark>3%</mark>
Atlanta	<b>606 4%</b>	
Chicago	546 14%	
Los Angeles	<b>395 3%</b>	
Philadelphia	371 -4%	
Dallas	368 9%	
Washington, DC	305 -12%	
Boston	305 -15%	
Houston	292 -4%	
Detroit	231 -5%	

#### **2023 Top 10 Florida Resident Overnight Markets**

(in 1,000s)

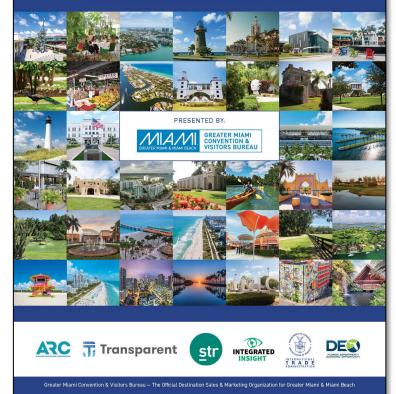


#### **2023 Visitor Spend**

Total Visitor Spend					
Segment	2020 (\$B)	2021 (\$B)	2022 (\$B)	2023 (\$B)	Variance to 2022 (%)
Domestic	\$4.1	\$9.8	\$11.4	\$10.7	-6%
International	\$2.5	\$6.5	\$6.1	\$6.6	10%
FL Resident	\$1.3	\$3.0	\$3.4	\$3.8	14%
Total	\$7.9	\$19.2	\$20.8	\$21.1	2%

#### GREATER MIAMI & MIAMI BEACH 2023 VISITOR INDUSTRY OVERVIEW

VISITOR PROFILE • ECONOMIC IMPACT • HOTEL PERFORMANCE • JOBS



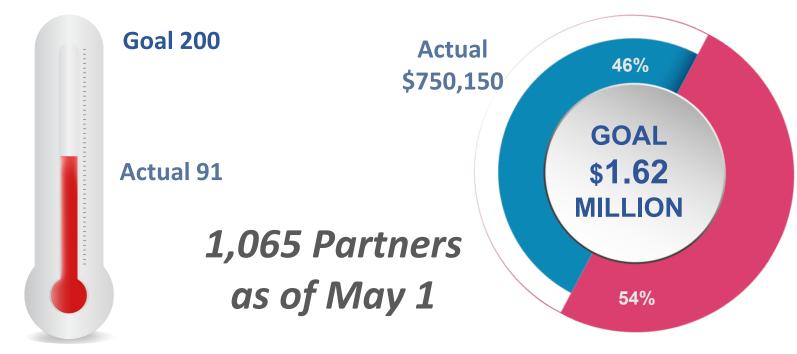


# **Thank You Partners**

#### Partnership Update - Oct 2023 to Apr 2024

#### New Partners to Date

#### **Partner Dues Revenue to Date**



45% of Goal

46% of Goal

### **New Members since October 1, 2023 - Welcome!**

ABACUS 305, LLC Bridges Cinema Burgermeister Brickell Carbone Miami Casa Ocean Catalyst Companies Centner Wellness Centner Wellness Edgewater The Chateau ZZ's Colony Hotel Contessa Miami Creative Focus Photography & Video & Dapango Technologies & David Ensignia Tennis Academy & Destination Concepts & DiLido Beach Club Trench Steakhouse Dos Croquetas Calle Ocho Edan Bistro EP Yachting Family Fresh Fever ♦ FilmGate Miami ♦ Flying Arrow Productions ♦ Friends of Cape Florida Inc ♦ FURIOSA Productions ♦ Gale Miami Hotel & Residences & Ground Up Music Festival & Grove Bay Hospitality Group & Hampton Inn Miami Airport East & Hydrology Wellness Intersections Public Relations & Global Communications Isaie "Zeek" Mathias Jimmy Buffett's Margaritaville & JP Consulting Group1 Staffing & Key2MIA & Kissaki Sushi & Kreativ Myndz Events & Life In Colors & Love of Urban Design<sup>®</sup> (LOUD) & Lucky Strike + Bowlero & Lux MedSpa – Brickell & Mercato di Mare & Miami Friendors Miami Vibes Magazine Moxy Wynwood Hotel Museum of Sex Museum Suite Hotel Morth Italia -Aventura & One K & ORO & Osteria del Mar & Passin Miami & Patch of Heaven Sanctuary & Pinstripes Aventura & Pinstripes Coral Gables Pisco y Nazca Coral Gables Pixel Swarm Drones Pixis Drones Pix Pixel South Florida Privai Spa + Fitness Pura Vida Miami Puttery Rare Velvet Art Redfarm Miami Rishtedar Sadelle's Coconut Grove ♦ Salty Flame ♦ Sanctuary MIMO ♦ SGM Meetings Solution ♦ Silver Mirror Facial Bar Coral Gables ♦ SIXT Rent a Car ♦ Sky SEO Digital Sobefy eCommerce Agency Soho Beach House Sonder The Deco Sonesta Miami Airport Soulfly Chicken & South Florida Regional Transportation Authority/Tri Rail & Taguerias El Mexicano and Los Altos & The Amalfi LLama The Brand Advocates, Inc. The Break Room Miami The Dirty Rabbit Group The Escape Game Miami The FRIENDS Experience: The One in Miami The Hampton Social Frickell Miami The Henry The Major Food Events Space Thierry Isambert Culinary and Event Design Trip.com Travel Singapore PTE LTD Viator Vida & Estilo Hospitality Group & Video Mix TV & Vilebrequin La Plage & Vinya Wine & Market & Wild Lime Adventures & WTE Miami & World Travel Expo & Wynwood Walls & Zaytinya South Beach & ZZ's Members Club

# **Corporate Partners**







MIAMI DESIGN DISTRICT





### **Corporate Partners**





Black Hospitality Initiative ADVOCACY I TALENT DEVELOPMENT I EDUCATION ORGANZED BY THE GREATER MIAMI CONVENTION A VISITORS BUREAU

#### THE **31**<sup>ST</sup>ANNUAL **H.O.T. CHALLENGE** GOLF TOURNAMENT

Friday, May 17, 2024 • 8 a.m. Shotgun Start JW Marriott Miami Turnberry Resort & Spa



### **H.O.T. Challenge Sponsors**

#### **PLATINUM - \$10,000**







SILVER - \$5,000

AVOQ Carnival Cruise Line Loews Miami Beach Hot<u>el</u> Miles Partnership Show Technology United Airlines

#### **BRONZE - \$3,800**

AKA Hotels Andaz Miami Beach Balsera Beacon Council The Betsy Hotel Big Brothers Big Sisters Black Owned Media Alliance Brown & Brown Insurance Southeast Overtown/Park West CRA ETHOS Event Collective EXPEDIA, Inc. First Horizon FIU Chaplin School of Hospitality Fontainebleau Development Goldman Properties Greater Miami Chamber of Commerce Greater Miami & the Beaches Hotel Association Greenberg Traurig Hilton Cabana Miami Beach Homestead Miami Speedway InterContinental Miami Joe's Stone Crab JRM Construction Management JW Marriott Miami Turnberry Resort & Spa Marriott Miami Biscayne Bay

Miami Beach Chamber of Commerce Miami Dolphins Miami Lakes Hotel Miami Marlins Ocean Bank Orange Bowl Committee Nobu Eden Roc RBB Royal Palm South Beach Miami RSM Sunny Isles Beach Tourism & Marketing Council Vaughan Nelson

### **HOT Challenge Record Fundraising - \$230,000**







# What are you thinking?

Take out your phone and scan this QR code now.





# What word best defines Greater Miami & Miami Beach as a premier visitor destination?

- Paradise
- Culture
- Sunshine



What is Greater Miami & Miami Beach's greatest asset to attract visitors?

- Beaches
- Culture
- Weather



What is needed for Greater Miami & Miami Beach to reach its full potential as an elite visitor destination?

- Public Transportation
- Transportation
- Safety



# What event generates the most impactful brand awareness for Greater Miami & Miami Beach?

- Art Basel
- SOBEWFF
- Boat Show



### **Greater Miami & Miami Beach's future is....?**

- Bright
- Promising
- Limitless



- Tourism
- Community
- Diversity



# What is the most important thing that the GMCVB should focus on?

- Traffic
- Transportation
- People

**Keys to Success** 





### **New Miami Beach Convention Center City-Wide Bookings**

October 2023 through end of May 2024



#### **The Basketball Alliance Florida Championship Tournament** Dates: March 1-2, 2024 Total Room Nights : 1,970



#### Adobe MAX - the Creativity Conference 2024

Dates: October 9-17, 2024 Total Room Nights: 16,628



#### Commerce Week

Dates: April 14-18, 2024 Total Room Nights: 1,128 Biostimulants World Congress

#### **Biostimulants World Congress**

gress Dates: November 12-17, 2025 Total Room Nights: 1,380



#### Food Hospitality LATAM 2024

Dates: September 15-19, 2024 Total Room Nights: 3,616



### **New Miami Beach Convention Center City-Wide Bookings**

October 2023 through end of May 2024 (continued)



#### **American Express/Pacesetters**

Dates: May 1-10, 2025 Total Room Nights: 3,439



#### **Connect Marketplace 2025**

Dates: August 25-27, 2025 Total Room Nights: 4,710



#### Water Quality Association Annual Conference

Dates: April 28-20, 2026 Total Room Nights: 2,900



**eXpCon 2025** Dates: October 17-24, 2025 Total Room Nights: 13,305



#### Xponential 2027

Dates: May 18-20, 2027 Total Room Nights: 4,256

## **Special Announcement**



# **Shawn Dunlap**

1<sup>st</sup> VP of Florida State Lodge Fraternal Order of Police

Special Events Chair 2025 Biennial Natl. Conference & Expo



Fraternal Order of Police 2025 Biennial National Conference & Expo

Dates: 08/03-06/2025 Total Room Nights: 9,600 Attendees: 5,000 Economic Impact: \$13,600,448.87

### **New Miami Beach Convention Center City-Wide Bookings**

Tentative to Close by end of May 2024

Event Name	Start Date	End Date	Peak	Rooms	Attendees	Economic Impact
Confidential	09/20/2026	10/04/2026	3,292	21,635	8,000	\$86,838,419.19

### **Total Miami Beach Convention Center Production**

October 2023 by end of May 2024



Total Definite Bookings: 13 (85% of goal)

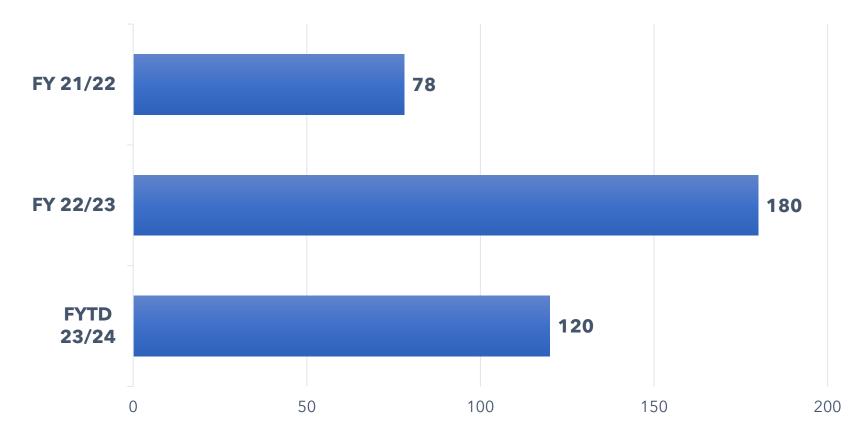


Total Room Nights: 91,247 (107% of goal)



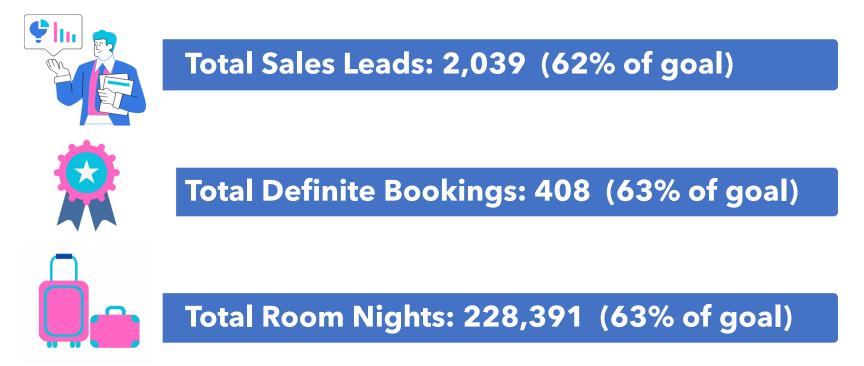
Total Economic Impact: \$195,640,000

### **Miami Beach Convention Center Tentative Leads**



### **In-Hotel Sales Production**

October 2023 through end of May 2024



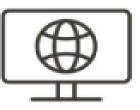
### **Miami Beach Convention Center Annuals**

#	Account Name	Meeting Name	Dates	Peak	Room Nights
1	MCH Basel Exhibition Ltd. (Art Basel)	Art Basel Miami Beach	December	1,800	8,000
2	Emerald Expositions, LLC (OMBAS)	Antique Show	January	200	1,325
3	Informa Markets	Tissue World	February	700	2,500
4	Informa Markets	Miami International Boat show	February	1,531	8,336
5	Informa Markets	Aesthetic & Anti-Aging Medicine World	February	205	615
6	Jewelers International Showcase JIS	Spring Jewelers International Showcase	March	1,500	4,750
7	Informa Markets	Seatrade Cruise Global	April	2,500	10,500
8	eMerge Americas, LLC	eMerge Americas (EME232)	April	242	604
9	Terrapinn (NY)	Aviation Festival	May	200	475
10	Elite Exhibitions (Cruise Ship Interiors)	Elite Exhibitions-Cruise Ship Interiors	June	300	800
11	Beyond Luxury Media Ltd (LE Miami)	LE Miami	June	669	3,242
12	Florida International Medical Exposition	Florida International Medical Expo	June	300	840
13	Aspen Institute	Aspen Ideas: Climate	June	611	2,713
14	Swimwear Association Of Florida	Swimwear Show	June	250	730
15	Florida Supercon - Reed Exhibitions	Florida Supercon	July	250	600
16	Miami International Auto Show	Miami International Auto Show	September	1,528	8,162
17	World Trade Center Miami	America's Food & Beverage Show	September	150	594
18	Jewelers International Showcase JIS	Fall Jewelers International Showcase	October	1,500	600
19	Les Nouvelles Esthetique & Spa	International Congress on Esthetics	October	170	535
			Total		55,921

### Marketing Efforts by the Numbers (Oct 1, 2023 – April 30, 2024)



50+ Campaign reach in International markets





**Media Impressions** 

**12M** 

Page views



220,870 Attributable Hotel Bookings



15,827 Travel Agents Trained 6.7M Visitor Sessions +27.4%



**1M+** Social Media Followers



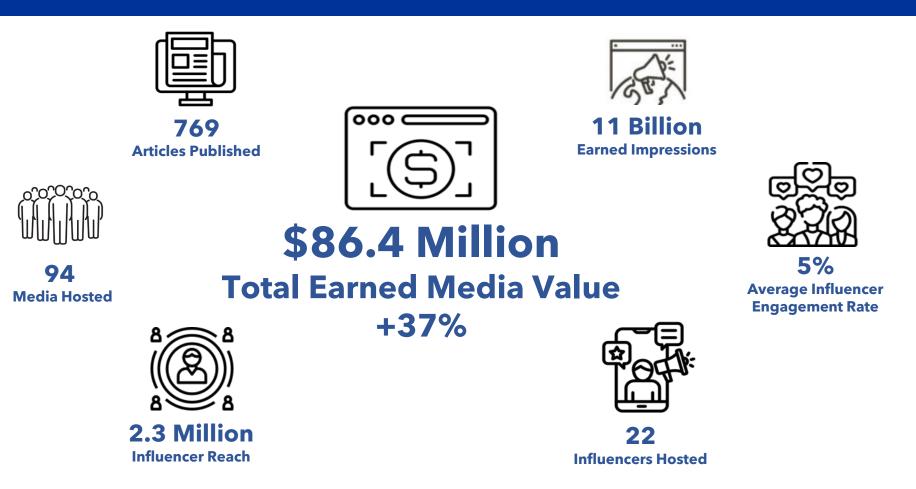
Average Engagement Time

### Website Traffic - Top 10 (Oct 1, 2023 - Apr 30, 2024 )

Country	Sessions -
United States	4,902,545
Canada	226,813
Germany	139,445
Brazil	137,190
France	134,346
Italy	107,336
United Kingdom	101,618
Mexico	79,556
Argentina	62,592
Spain	41,886

**6,695,895** +27.4%

### Marketing Communications by the Numbers (Oct 2023 - Mar 24)



# **Multicultural Tourism Development**









### **Chef Jouvens Jean** Black Hospitality Initiative Graduate



























# Art Basel Miami Beach











# **Sports & Entertainment**



June 11 - July 19, 2026



## **Lisa Lutoff-Perlo** President & CEO FIFA 2026 World Cup Miami Host Committee



#### - CONMEBOL-COPA AMERICA USA 2024

June 20 - July 14, 2024



June 15 - July 13, 2025

#### 25<sup>th</sup> Annual Latin GRAMMY® Awards Returns to Miami





#### Thursday, November 14, 2024 Kaseya Center

# **Welcoming Responsibly**



### Certified Autism Center

The International Board of Credentialing and Continuing Education Standards hereby certifies that

#### Greater Miami Convention and Visitors Bureau

has successfully fulfilled the requirements as a Certified Autism Center.

The Certified Autism Center (CAC) credential is awarded to organizations working with autistic individuals. The CAC recognizes education, experience, and commitment of organizations worldwide.

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Dr. Stephen Shore. IBCCES Board Membe



Valid Thru 12-19-2025 CAC24658220

# **Accessibility Program Launch - Phase 1**





# **Sustainable Tourism Partnership**

# GREATER MIAMI & THE BEACHES

PARTNERS IN HOSPITALITY



**Looking Ahead** 



## Save the Date: GMCVB Planning Workshop Powered by:



#### July 12 - Loews Miami Beach - 11:00 am - 4:00 pm



# **Door Prize!**



# **Thank You Sponsors**









AUDIO VISUAL PRODUCTIONS



# **Thank You Partners**

