Punta Gorda/Englewood Beach VCB Visitor Tracking Report April - June 2022







Visitor Journey

This report presents the economic impact of visitors to Punta Gorda/Englewood Beach during April through June, 2022. In the report, we follow visitors in their journeys from pre-trip planning to the economic impact of their expenditures in our destination. Along the way, we examine profiles of visitors, their experiences in our destination, and how they evaluate experiences in Punta Gorda/Englewood Beach.

Pre-Visit

- Planning cycle
- Promotion/Influence
- Planning sources
- Transportation
- Reasons for visiting
- Destinations considered
- Visitor guide

Traveler Profile

- Visitor origin
- Party size
- Party composition
- First time visitors
- Demographics

Trip Experience

- Accommodations
- Length of stay
- Top activities
- Comparisons

Post-Trip Evaluation

- Visitor satisfaction
- Perceptions
- Amenities for a desirable return

Impact of Tourism

- Spending by visitor type
- Key performance indicators





Executive Summary







Visitor Journey - Impact of Tourism

Pre-Visit

Traveler
Profile

Trip
Experience

Post-Trip
Evaluation

Impact of
Tourism





QuarterlySnapshot

- April-June 2022 Charlotte County has an increase in visitation while concurrently having a decrease in visitor spending due to more day trippers and a shorter length of stay in 2022
- » International visitation has rebounded past pre-pandemic levels as 13% of visitors were international in 2022 vs. 8% in 2019.
- Visitors' length of stay decreased from 8.2 nights in Apr-June 2021 to 7 nights in Apr-June 2022









Vs. 2021

Key Performance Indicators

Visitor Statistics	Apr - June 2021	Apr - June 2022	Percent Change
Visitors ¹	215,500	223,700	+3.8%
Direct Expenditures ²	\$167,649,500	\$160,896,100	-4.0%
Total Economic Impact	\$243,091,500	\$233,299,300	-4.0%

Lodging Statistics	Apr - June 2021	Apr - June 2022	Percent Change
Occupancy ³	62.8%	52.8%	-15.9%
Room Rates ³	\$131.20	\$151.06	+15.1%
$RevPAR^3$	\$82.39	\$79.81	-3.1%
Room Nights ³	333,931	280,900	-15.9%
TDT Collections	\$1,683,536	\$1,820,420	+8.1%



² Includes spending for: accommodations, restaurants, entertainment, shopping, transportation, groceries, and "other" expenses.





³ Sources: STR and All The Rooms

Travel Party Spending

- Visiting travel parties staying with friends and relatives spent \$197per day and \$2,188 on their trip
- » Visiting travel parties staying in paid accommodations spent \$407 per day and \$3,419 on their trip







Visitor Journey - Pre-Visit

Pre-Visit

Traveler
Profile

Trip
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Evaluation

Tourism





Top Trip Planning¹

- » Over 1 in 3 visitors planned their trip 3 month or longer in advance
- » Average trip planning cycle was **68 days**
- » Top trip planning sources:



Previous visit (44%)



Friend, coworker, etc. (40%)



Internet (34%)



¹Multiple responses permitted



Punta Gorda/Englewood Beach Promotions¹

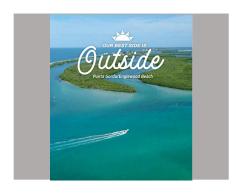
- 21% of visitors recalled promotions about the Punta Gorda/Englewood Beach area before their visit
- » 57% of those who recalled advertising were influenced to come to the area
- » Top sources of noticed promotions:



Television (30%)



Online Article (21%)



Travel/Visitor Guide (21%)



Personal social media (20%)



Newspaper (19%)





Top Methods of Accommodation Booking¹



38% Directly with hotel/condo



26% Online travel agency



15% Airbnb

¹Visitors staying in paid accommodations.





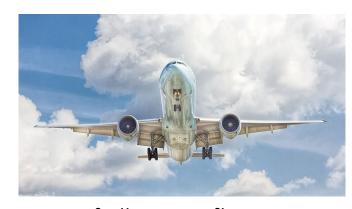
Transportation



63% of visitors drove to Punta Gorda/Englewood Beach



18% of all visitors flew in via the Punta Gorda Airport



11% of all visitors flew in via the Southwest Florida International Airport





Top Reasons for Visiting¹



Visit friends/relatives (43%)

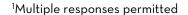


Family vacation (33%)



Beach (26%)







Top Reasons for Choosing Punta Gorda/Englewood Beach Over Other Destinations¹









Family/friends (44%)

Beach (8%)

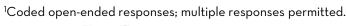
Weather (8%)

Previous visit (7%)

Quiet (5%)

PUNTA GORDA ENGLEWOOD BEACH

The Charlotte Harbor Gulf Island Coast





Other Destinations Considered¹

- » 63% of visitors only considered visiting Punta Gorda/Englewood Beach when planning their trip
- » Other destinations considered:



Ft. Myers/Cape Coral (15%)



St Pete/Clearwater (5%)



Sarasota (8%)



Florida Keys (7%)



Naples (8%)



Tampa (5%)

¹multiple responses permitted.

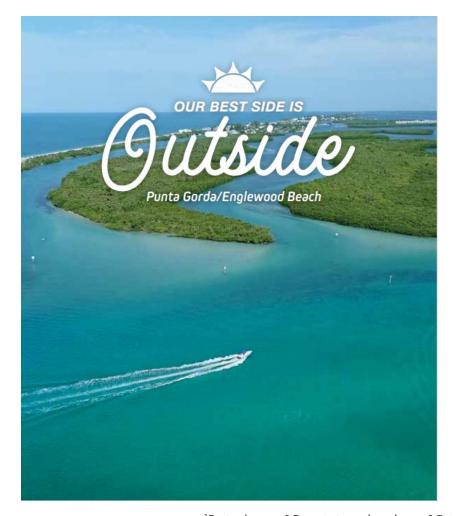




Visitors Guide

» 15% of visitors requested a Visitors Guide

» Visitors Guide received a rating of 8.5 out of 10.0¹



¹Rated on a 10-point scale where 10 is extremely useful and 1 is not at all useful.





Visitor Journey - Traveler Profile

Pre-Visit

Traveler
Profile

Trip
Experience

Post-Trip
Evaluation

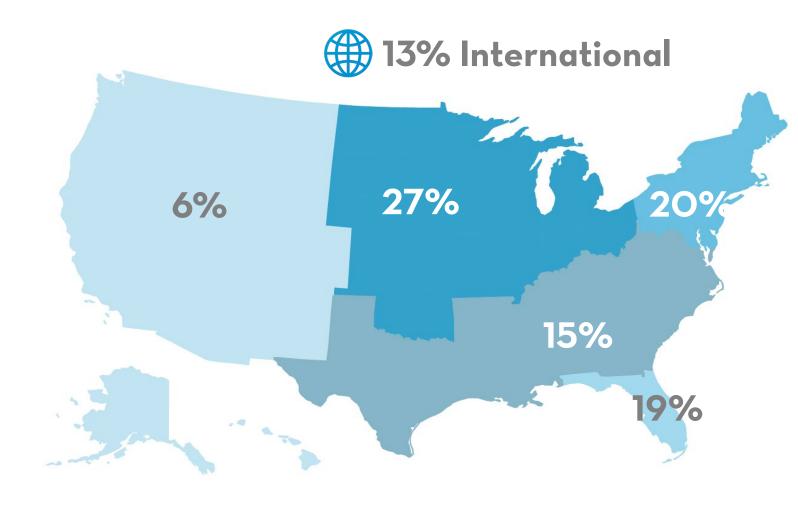
Tourism





Top Origin Regions of Visitors

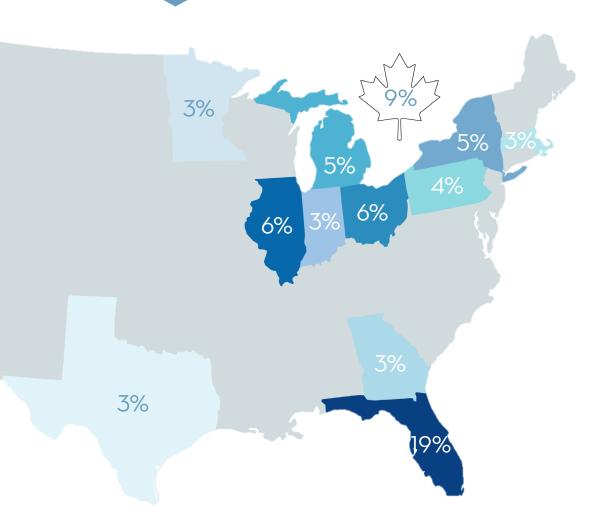
- » 87% of Charlotte County visitors lived in the United States
- » 13% of visitors were from outside of the United States, mostly from Canada
- » The Midwest and Northeast accounted for nearly half of all visitors



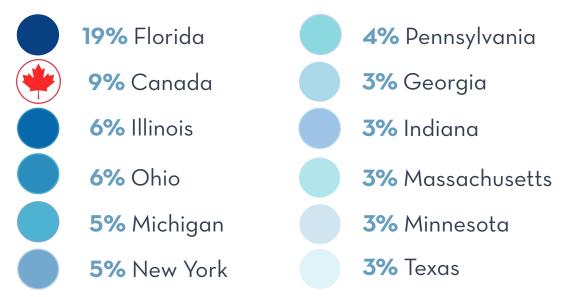




Top Origin States of Visitors



69% of visitors traveled to Charlotte County from 11 states and Canada







Top Origin Markets of Visitors

30% of visitors come from 8 markets



5% Fort Myers-Naples



5% New York¹



4% Chicago



4% Sarasota-Bradenton



3% Atlanta



3% Boston



3% Detroit



3% Tampa-St. Pete



¹NYC metro area includes parts of New York, New Jersey & Connecticut.



Travel Party Size and Composition

- » The typical visitor traveled in a party composed of 2.8 people
- » 35% traveled with at least one person under the age of 20
- » Over 1 in 3 traveled as a family
- » 1 in 3 visitors traveled as a couple







Length of Stay - All Visitors¹

» Visitors spent 7.0¹ nights in Punta Gorda/Englewood Beach



¹Nights stayed capped at 30 nights. Average length of stay is 26.5 nights when nights stayed is not capped.

¹Nights stayed includes Day Trippers.





First Time Visitors

» 17% were first time visitors

» 33% had visited more than 10 times







Typical Punta Gorda/Englewood Beach Visitor

» The typical Visitor:

- » Was 50 years old
- » Had a median household income of \$98,800
- » Was equally likely female (53%) or male (47%)
- » Was from:
 - » Midwest (27%)
 - » Northeast (20%)
 - » Florida (19%)







Typical Day Trip Visitor



- » The Typical Day Trip Visitor:
 - » Was 53 years old
 - » Had a median household income of \$116,200
 - » Was equally likely male/female (49%/51%)
 - » Was from:
 - » Fort Myers-Naples (12%)
 - » Sarasota-Bradenton (11%)

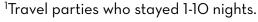




Typical Vacationer Visitor

- » The Typical Vacationer¹ Visitor:
 - » Was 48 years old
 - » Had a median household income of \$98,500
 - » Was equally likely male/female (49%/51%)
 - » Was from:
 - » Midwest (28%)
 - » Northeast (21%)





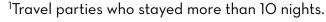




Typical Long-Term Visitor

- » The Typical Long-Term¹ Visitor:
 - » Was 51 years old
 - » Had a median household income of \$81,000
 - » Was female (55%)
 - » Was from
 - » Midwest (32%)
 - » Northeast (25%)









Visitor Journey - Trip Experience

Pre-Visit

Traveler
Profile

Trip
Experience

Post-Trip
Evaluation

Tourism





Top Visitor Accommodations



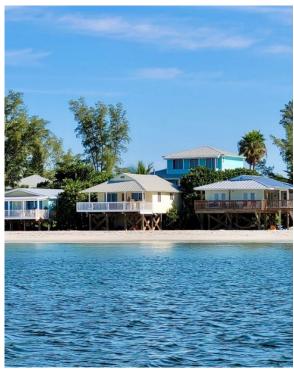
30% Day Tripper



25% Hotel/motel/resort



20% Family/friend's residence



15% Rental condo/home/timeshare



Top Activities During Visit¹



Beach (62%)



Restaurants (54%)



Visit friends/relatives (52%)



Shopping (36%)



Nature related (30%)

¹Multiple responses permitted





Reason for Visit vs. Visitor Activities

The Charlotte Harbor Gulf Island Coast





Visitor Journey - Post-Trip Evaluation

Pre-Visit Traveler Profile Trip Experience Post-Trip Evaluation Impact of Tourism





Visitor Satisfaction

- » 81% of visitors would definitely recommend Punta Gorda/Englewood Beach
- » 85% will definitely return
- » 97% were satisfied or very satisfied with their stay (78% were very satisfied)



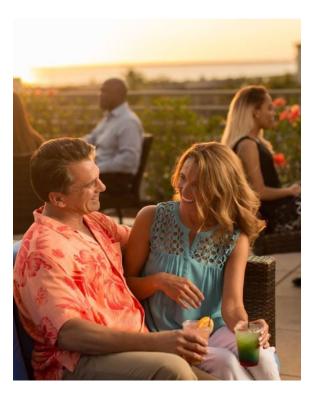




Top Requested Amenities¹



35% More restaurants



26% More bars/nightlife

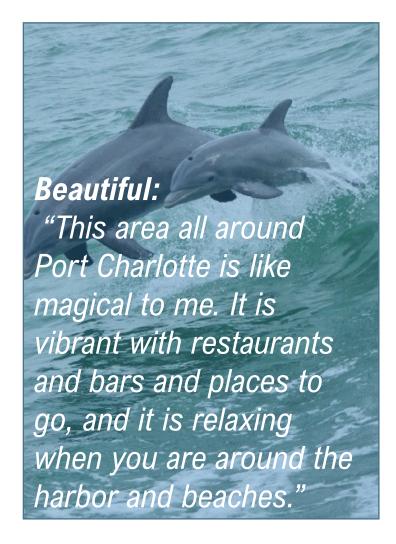


21% More outdoor activities

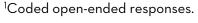


Perceptions of Punta Gorda/Englewood Beach











Detailed Findings







Visitor Journey - Impact of Tourism







Visitor Spending by Visitor Type

- » All visitors spent \$160,896,100 over the course of their visits
- » While the number of visitors staying in paid accommodations was 1.5 times the number of visitors in non-paid accommodations, those staying in paid accommodations spent over double what visitors in non-paid accommodations spent

	Paid Accommodations	Non-paid Accommodations	Day Trippers	Total
Visitors	94,200	62,400	67,100	223,700
Spending	\$108,236,800	\$48,917,900	\$3,741,400	\$160,896,100





Daily Travel Party Spending

	Paid Accommodations	Non-paid Accommodations	Day Trippers	All Visitors
Accommodations	<i>\$151</i>	<i>\$0</i>	<i>\$0</i>	\$64
Restaurants	\$84	<i>\$75</i>	<i>\$53</i>	<i>\$72</i>
Groceries	\$29	<i>\$30</i>	<i>\$15</i>	<i>\$25</i>
Shopping	<i>\$51</i>	\$34	<i>\$28</i>	\$39
Entertainment	<i>\$46</i>	<i>\$36</i>	<i>\$24</i>	<i>\$36</i>
Transportation	\$27	<i>\$7</i>	<i>\$15</i>	\$18
Other	\$19	<i>\$15</i>	\$11	<i>\$15</i>
Total	\$407	\$197	\$146	\$269





Total Travel Party Spending

	Paid Accommodations	Non-paid Accommodations	Day Trippers	All Visitors
Accommodations	<i>\$1,268</i>	<i>\$0</i>	<i>\$0</i>	<i>\$448</i>
Restaurants	\$706	\$833	<i>\$53</i>	\$504
Groceries	<i>\$244</i>	\$333	<i>\$15</i>	<i>\$175</i>
Shopping	<i>\$428</i>	\$377	<i>\$28</i>	<i>\$273</i>
Entertainment	<i>\$386</i>	\$400	\$24	<i>\$252</i>
Transportation	<i>\$227</i>	<i>\$78</i>	<i>\$15</i>	<i>\$126</i>
Other	\$160	\$167	\$11	\$105
Total	\$3,419	\$2,188	\$146	\$1,883





Visitor Journey - Pre-Visit

Pre-Visit

Traveler
Profile

Trip
Experience

Post-Trip
Evaluation

Tourism



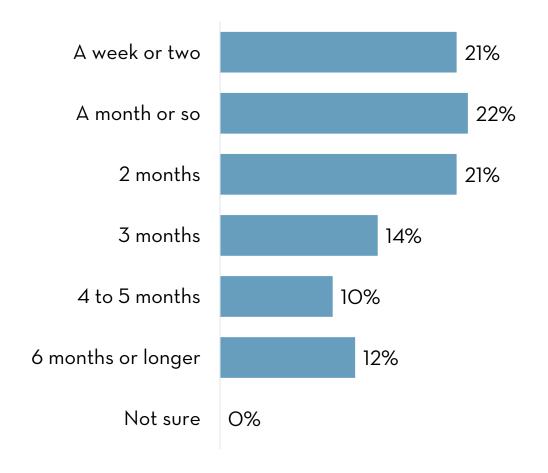


Trip Planning Cycle

» Over 1 in 3 visitors had long planning windows (3 months or longer in advance)

» Over 2 in 5 visitors planned their trips a month or less in advance

» Average trip planning cycle was 68 days compared to 73 days in 2021







Trip Planning Sources¹

» Over 2 in 5 visitors planned their trips based on previous visits. 2 in 5 used their friends, family and coworkers to plan their trip

» Over 1 in 3 visitors used Internet to plan their trip. Google was the top site used.

Trip Planning Source	e
Previous visit	44%
Friend, co-worker, etc.	40%
Internet	34%
Google search	28%
Social networking websites	11%
Restaurant websites/apps	10%
PureFlorida Website	10%
Brochures/travel guides/visitor guides	7%
Television	4%
Newspapers	4%
Travel agent	4%
AAA	3%
Special Events	3%
Magazines	3%
Radio	2%
Conventon and Visitors Bureau	1%
Business/conference/meeting information	1%
Other	4%
None/don't know	7%
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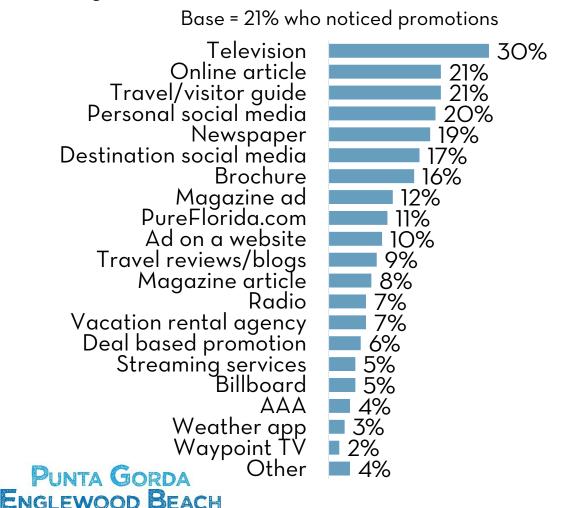


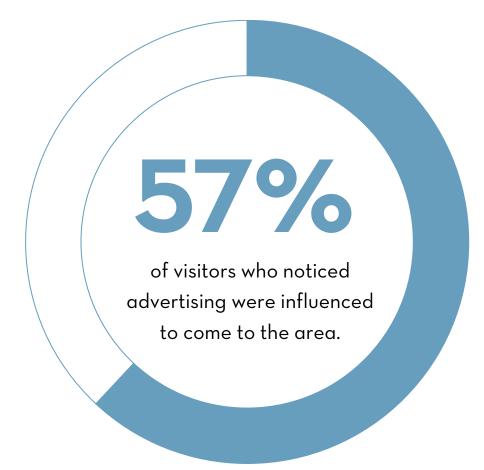
Punta Gorda/Englewood Beach Promotions¹

» 21% of visitors noticed promotions or travel stories about the Punta Gorda/Englewood Beach area on the

following sources:

The Charlotte Harbor Gulf Island Coast





¹Multiple responses permitted.



Charlotte County Promotion Influences

» Awareness of promotions was highest among visitors staying in paid accommodations

Saw Advertising	Paid Accommodations	Non-paid Accommodations	Day Trippers	All Visitors
Yes	26%	18%	18%	21%
No	56%	68%	60%	61%
Don't know	18%	14%	22%	18%

» Day Trippers were least impacted by promotions as a whole

Influenced by Advertising	Paid Accommodations	Non-paid Accommodations	Day Trippers	All Visitors
Yes	<i>76%</i> ¹	<i>51%</i> ¹	<i>34%</i> ¹	<i>57%</i> ¹
No	19%	37%	62%	35%
Don't know	5%	12%	4%	8%

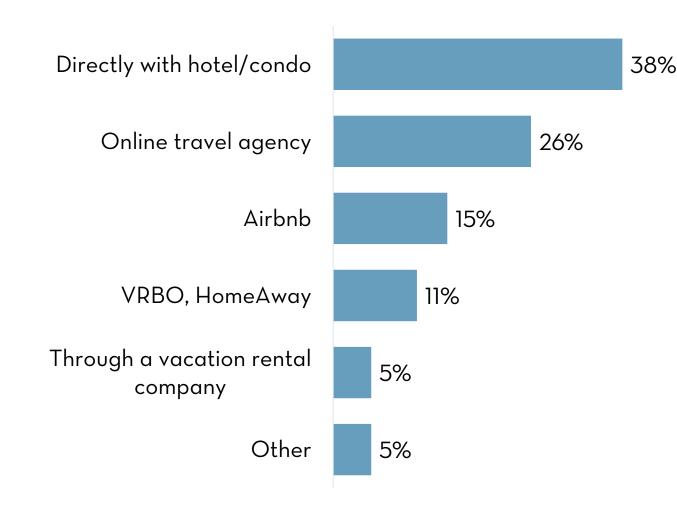
¹Base is percentage of visitors who noticed advertising



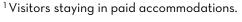


Paid Accommodation Booking¹

- » Nearly 2 in 5 visitors who stayed in paid accommodations booked directly with a hotel/condo
- » Online travel agencies accounted for over 1 in 4 bookings



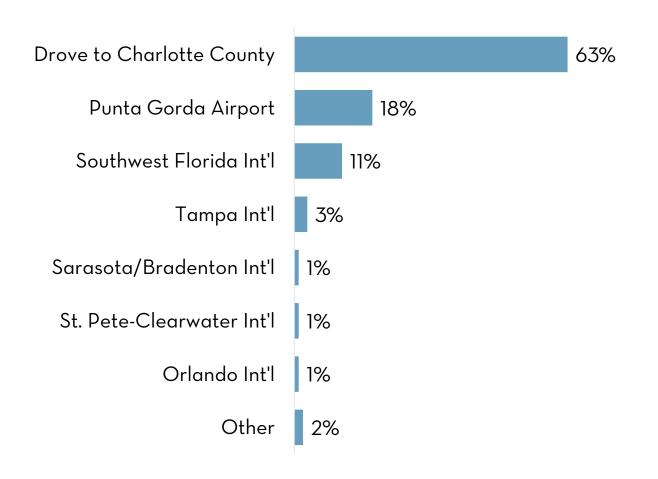






Visitor Transportation

- » Over 3 in 5 visitors drove to Punta Gorda/Englewood Beach (63%)
- » Nearly 1 in 5 visitors flew into Punta Gorda Airport (18%)
- » Over 1 in 10 visitors flew into Southwest Florida International Airport (11%)



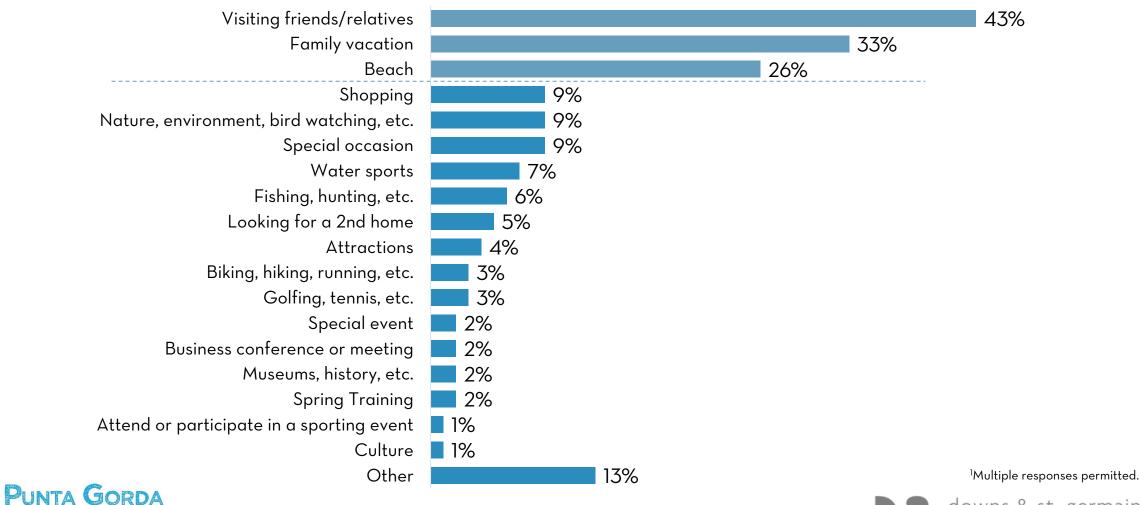




Reasons for Visiting¹

The Charlotte Harbor Gulf Island Coast

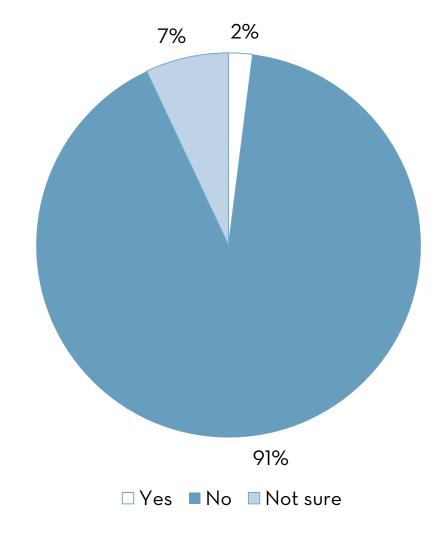
People come to Charlotte County to visit family or friends, to vacation, and to go to the beach.





Vacation replacement¹

» 2% of visitors came to the Punta Gorda/Englewood Beach area rather than a previously planned destination

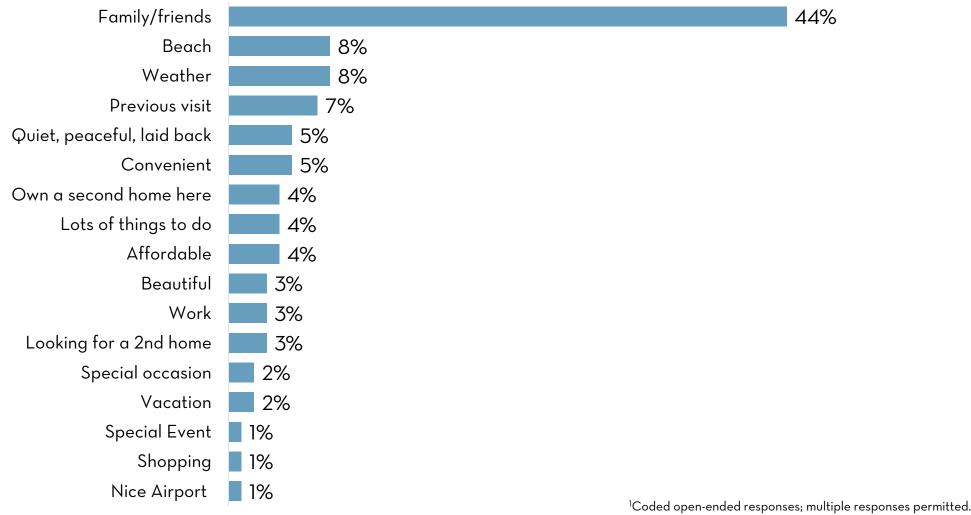


¹Multiple responses permitted.





In general, why did you choose this area over other vacation destinations?1







Why did you choose to come to this area over other vacation destinations? 1



"A friend lives here and loves it! We wanted to visit him and see what the hype was"



"We chose this area for it's central location within Florida and beautiful beaches."



"We came to visit family, but it's always great. My kids love the warm weather - you never hear 'I'm bored' in Southwest Florida!"



"We like the warm weather, sunshine, and lots of areas to see with limited amounts of travel in between"





¹Coded open-ended responses; multiple responses permitted.



Other Destinations Considered¹

- » Over 3 in 5 visitors only considered visiting Punta Gorda/Englewood Beach when planning their trip
- » Nearly 1 in 6 visitors considered Ft. Meyers/Cape Coral

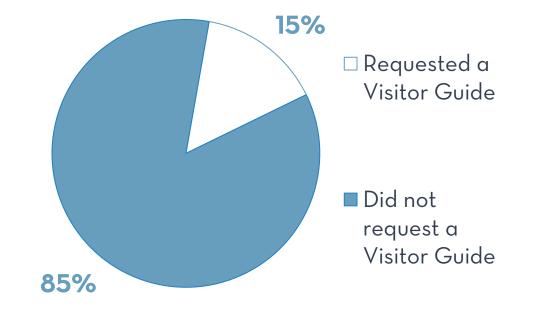
Only conside	ered Punta Gorda/Englewood Beach		63%
	Ft. Myers/Cape Coral	15%	
	Sarasota	8%	
	Naples	8%	
ach	St. Petersburg/Clearwater	8%	
acii	Florida Keys	7%	
	Tampa	5%	
	Orlando	5%	
	Miami	3%	
	West Palm Beach/Ft. Lauderdale	3%	
	Daytona Beach	3%	
	Jacksonville/St. Augustine	2%	
	Cocoa Beach/Melbourne	1%	
	Other	6%	



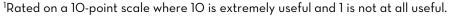


Visitors Guide¹

- » 15% of visitors requested a Visitors Guide before their trip
 - » 5% requested a print version
 - » 10% requested an online version
 - » Visitors Guide received a rating of 8.5 out of 10.0¹









Visitor Journey - Traveler Profile

Pre-Visit

Traveler
Profile

Trip
Experience

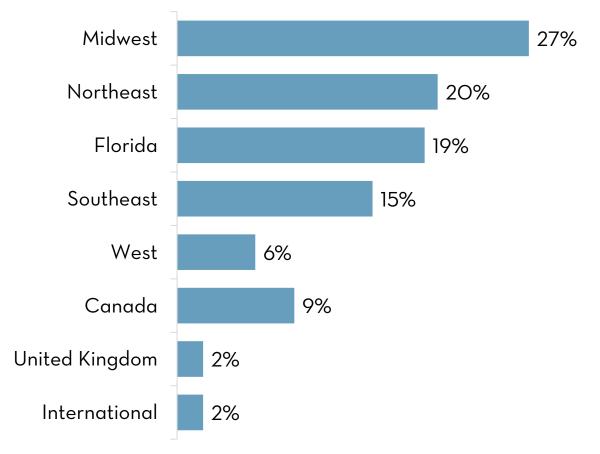
Post-Trip
Evaluation

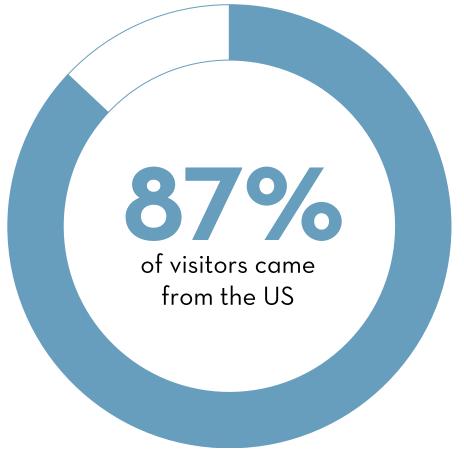
Tourism





Origin of Visitors - By Region









Origin of Visitors - By State

Origin	Percentage of Visitors
Florida	19%
Illinois	6%
Ohio	6%
Michigan	5%
New York	5%
Pennsylvania	4%
Georgia	3%
Indiana	3%
Massachusetts	3%
Minnesota	3%
Texas	3%







Origin of Visitors - By Market

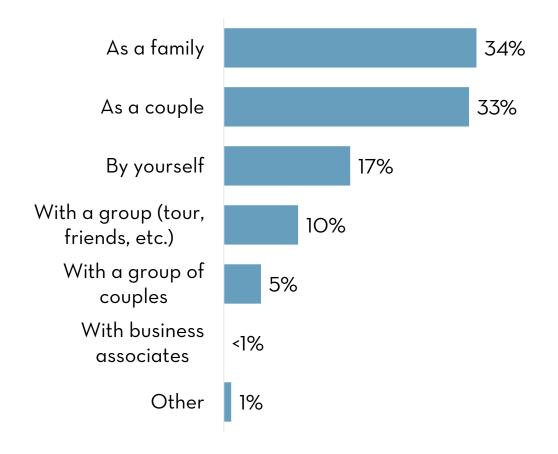
Market	% of All Visitors	Market	% of Overnight Visitors
Fort Myers-Naples	5%	Boston	5%
New York ¹	5%	New York	5%
Chicago	4%	Tampa-St. Petersburg	4%
Sarasota-Bradenton	4%	Chicago	3%
Atlanta	3%	Detroit	3%
Boston	3%	Minneapolis-Saint Paul	3%
Detroit	3%	Columbus, OH	3%
Tampa-St. Petersburg	3%	Atlanta	3%
Columbus, OH	2%	Fort Myers-Naples	3%
Hartford-New Haven	2%	Philadelphia	3%
Indianapolis	2%	Saint Louis	2%
Miami-Fort Lauderdale	2%	Washington, DC	2%
Minneapolis-Saint Paul	2%		





Travel Parties

- » The typical visitor traveled in a party composed of 2.8 people
- » 35% traveled with at least one person under the age of 20
- » Over 1 in 3 traveled as a family
- » 1 in 3 visitors traveled as a couple

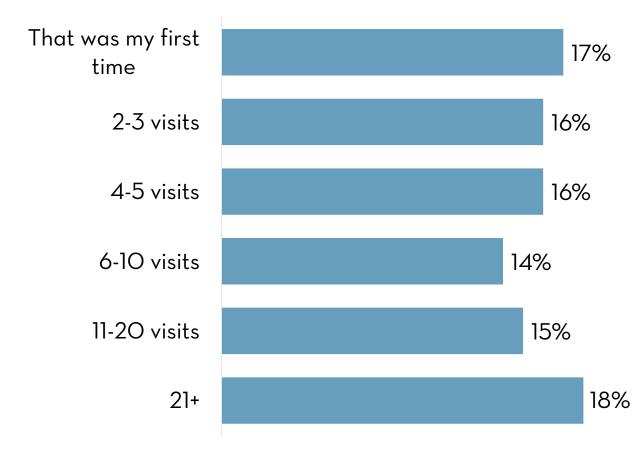






Typical Punta Gorda/Englewood Beach Visitor

- » Typical visitors spent 7.0 nights in Punta Gorda/Englewood Beach
 - » When including long term visitors¹, average nights stayed is 23.8
- » 1 in 6 were first time visitors
- » 1 in 3 had visited more than 10 times



¹Visitors who stayed longer than 1 month





Punta Gorda/Englewood Length of Stay

» Visitors who stayed in non-paid accommodations spent more time in Punta Gorda/Englewood Beach than other visitor types

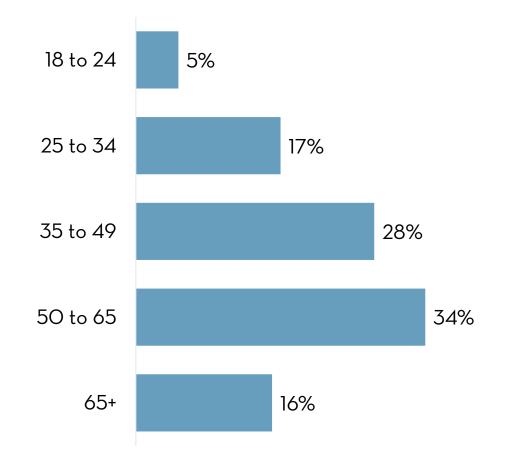
	Paid Accommodations	Non-paid Accommodations	Day Trippers	Average
Length of Stay ¹	8.4	77.7	<i>1.0</i>	7.0
Travel Party Size	2.8	2.8	2.6	2.8





Age

» 50 is the median age of April - June visitors







Household Income in 2022

Median Household Income

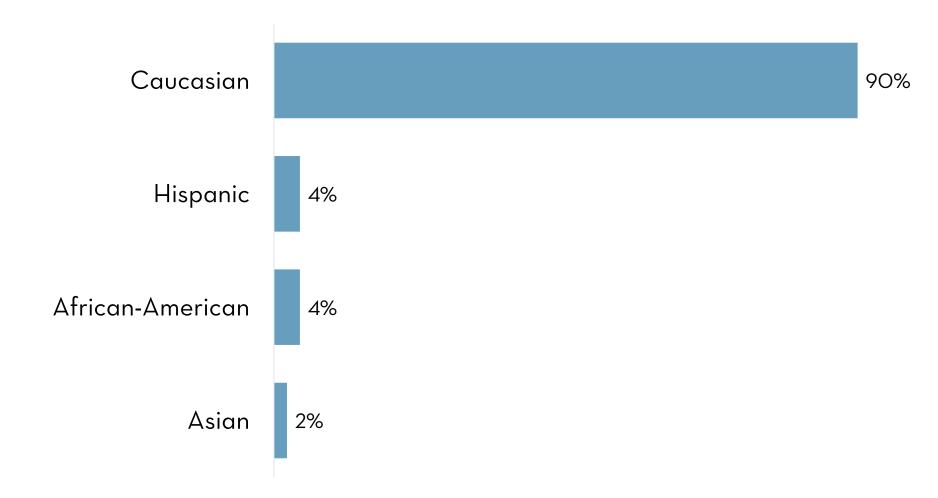
- * \$98,800 is the median household income for January March visitors
- » Over 1 in 5 visitors had a household income in excess of \$150,000







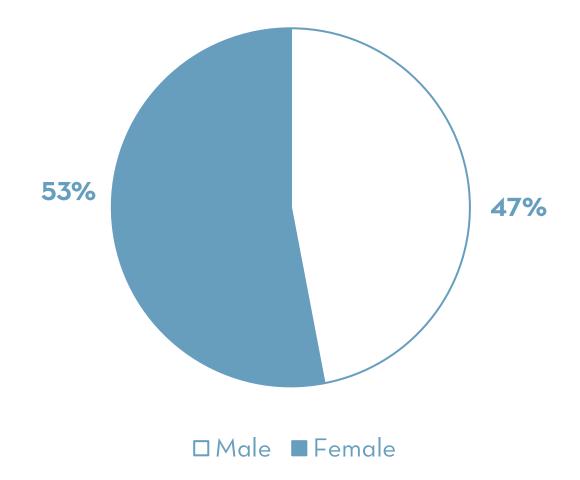
Race/Ethnicity







Gender







Visitor Journey - Trip Experience

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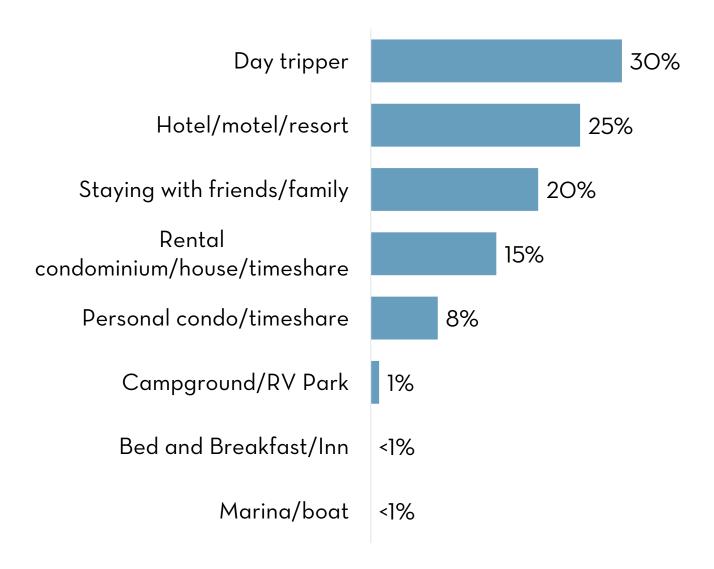
Tourism





Visitor Accommodations

- » 70% of visitors stayed overnight in Punta Gorda/Englewood Beach
- » 1 in 5 visitors stayed in a with friends and family
- » 1 in 4 visitors stayed in hotels/motels

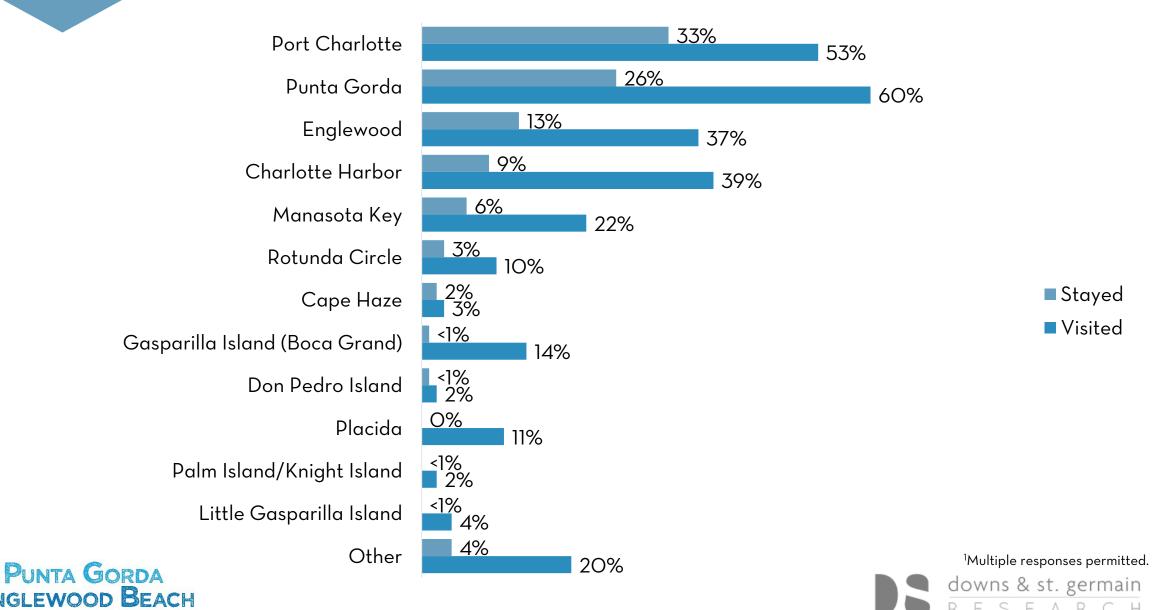






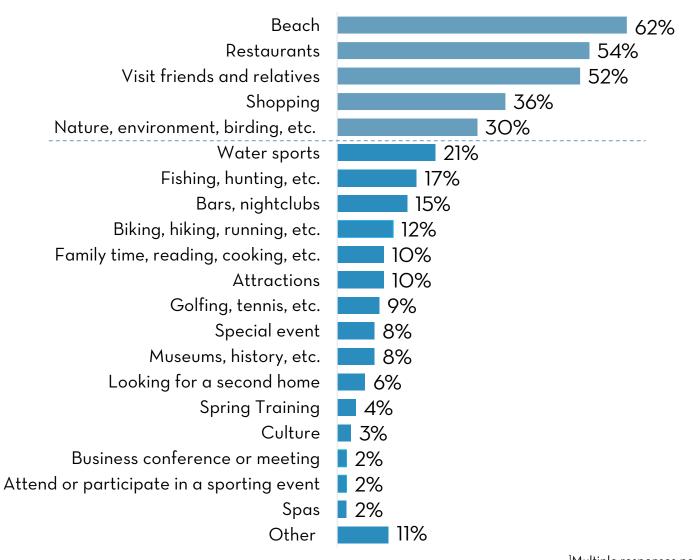
Area Stayed vs. Areas Visited¹

The Charlotte Harbor Gulf Island Coast



Visitor Activities¹

- » Visitors love to hang out at the beach, spend time with friends and relatives, and enjoy area restaurants while in town
- » Visitors are also enticed to go shopping and enjoy nature while in Charlotte County







Visitor Journey - Post-Trip Evaluation

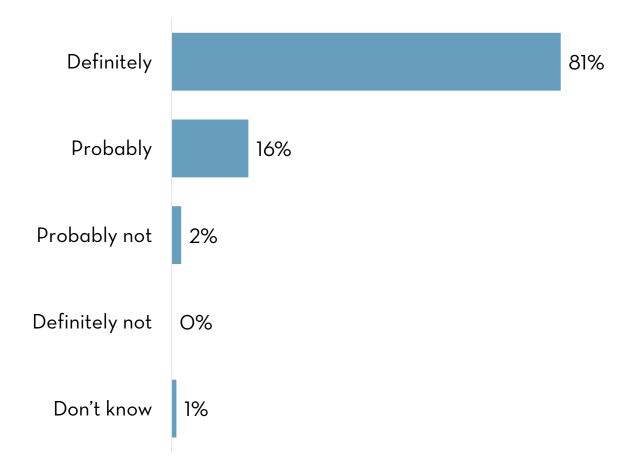
Pre-Visit Traveler Profile Trip Experience Post-Trip Evaluation Impact of Tourism





Visitor Satisfaction

» 81% would definitely recommend Punta Gorda/Englewood Beach to a friend

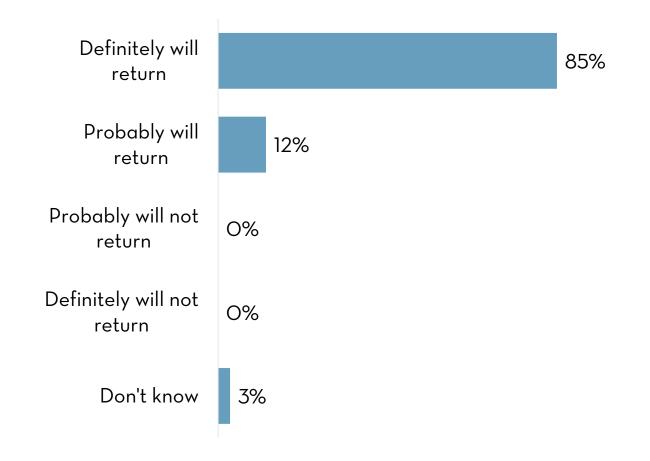






Visitor Satisfaction

» 85% will definitely return

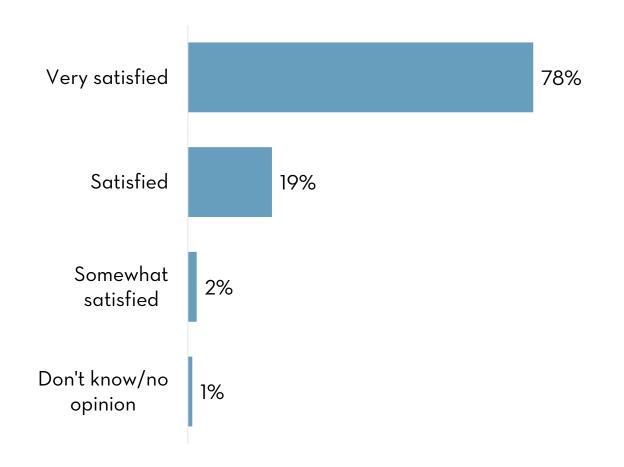






Visitor Satisfaction

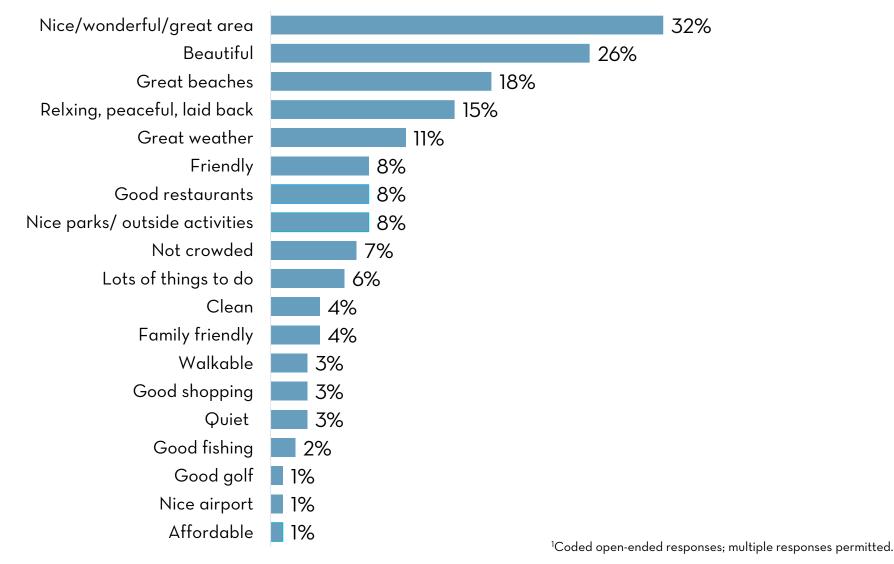
» 97% were satisfied or very satisfied with their stay (78% were very satisfied)







If you were talking to a friend, how would you describe the Punta Gorda/Englewood Beach/Port Charlotte area as a place to visit?¹







If you were talking to a friend, how would you describe Charlotte County as a place to visit?



"The beach is almost like a private beach. The kids love the park right there, the pool at the beach makes it a piece of heaven. We love doing our birthdays here!"



"Awesome beaches. Wildlife is amazing. Swimming is great at the beaches, the water isn't too rough, and the sand is white. Nice place to kick back relax and eat great seafood."



"I love this area! Excellent people and fabulous weather. The beaches are amazing, and the kayaking can't be beat!"



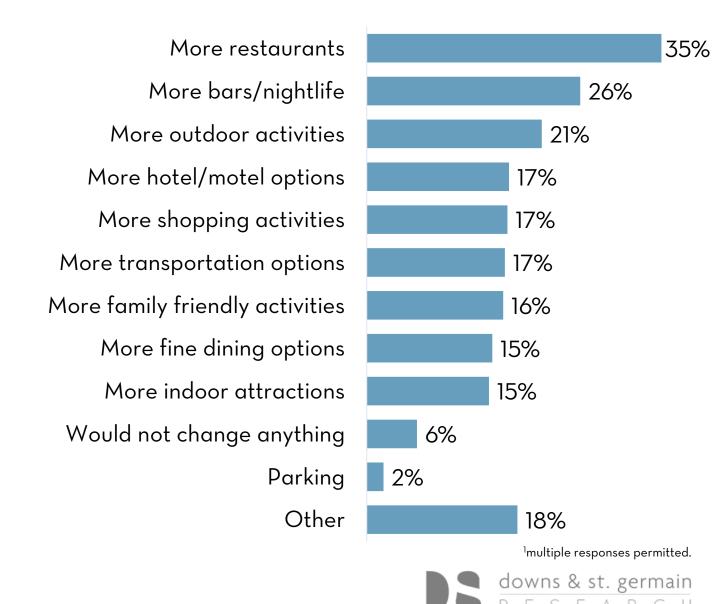
"This area all around Port
Charlotte is like magical to me.
It is vibrant with restaurants and
bars and places to go, and it is
relaxing when you are around
the harbor and beaches."





What type of attraction or amenity would make your return to the area more desirable if it were available?

- » Over 1 in 3 visitors mentioned more restaurants as something that would make a return visit more desirable
- » Over 1 in 5 visitors said that more outdoor activities and more bars/nightlife would make Charlotte County more desirable





Year to year comparisions







Trip Planning Cycle	Apr - June 2021	Apr - June 2022
A week or two in advance	21%	21%
A month or so in advance	21%	22%
2 months in advance	19%	21%
3 months in advance	13%	14%
4 to 5 months in advance	11%	10%
6 months of more in advance	15%	12%
Average Trip planning cycle (in days)	73	68

Top Trip Planning Sources	Apr - June 2021	Apr - June 2022
Previous visit	42%	44%
Talk to family/friends	37%	40%
Google search	NA¹	28%
Social networking websites	NA¹	11%

¹Qustion set up differently in 2021





Top Reasons for Visiting	Apr - June 2021	Apr – June 2022
Visit friends and relatives	47%	43%
Vacation	24%	33%
Beach	31%	26%
Shopping	6%	9%
Nature activities	3%	9%
Special occasion	5%	9%
Water sports	3%	7%

Visitor Guide and Transportation	Apr - June 2021	Apr - June 2022
Requested a Visitors Guide	16%	15%
Drove to Charlotte County	59%	63%
Flew to Charlotte County	40%	37%





Market of Origin	Apr - June 2021	Apr - June 2022
Fort Myers- Naples	6%	5%
New York ¹	4%	5%
Chicago	5%	4%
Sarasota-Bradenton	5%	4%
Atlanta	3%	3%
Boston	2%	3%

Region of Origin	Apr - June 2021	Apr - June 2022
Southeast (including Florida)	36%	34%
Midwest	32%	27%
Northeast	23%	20%
West	7%	6%
International	2%	13%





Travel Parties	Apr - June 2021	Apr - June 2022
Travel Party Size	2.6	2.8
Traveled with Children	40%	35%
Traveled as a couple	33%	33%
Traveled as a family	42%	34%

Visitor Profile	Apr - June 2021	Apr - June 2022
Median Age	46	50
Gender (Female)	55%	53%
Median Household Income	\$95,700	\$98,800
White/Caucasian	87%	90%
Hispanic	5%	4%
African American	7%	4%





Accommodations	Apr - June 2021	Apr - June 2022
Day Tripper	26%	30%
Hotel/Motel	25%	25%
Friends/Family Home	18%	20%
Vacation Rental Home/Airbnb	20%	15%
Personal Second Home	10%	8%
Camping/RV	3%	1%

Trips Experience	Apr - June 2021	Apr – June 2022
Average nights stayed	8.2	7.0
1 st Time Visitor	23%	17%
10+ Prior Visits to Charlotte County	31%	33%





Top Activities	Apr - June 2021	Apr - June 2022
Beach	70%	62%
Restaurants	47%	54%
Visit friends and family	51%	52%
Shopping	27%	36%
Nature related	18%	30%
Water sports	13%	21%
Fishing, hunting, etc.	10%	17%
Bars/nightclubs	13%	15%
Biking, hiking, running, etc.	11%	12%
Family time, reading, cooking, etc.	24%	10%
Attractions	9%	10%
Golf, tennis, etc.	5%	9%





Average Daily Trip Spending	Apr - June 2021	Apr – June 2022
Accommodations	\$52	\$64
Restaurants	\$49	\$72
Groceries	\$25	\$25
Shopping	\$32	\$39
Entertainment	\$24	\$36
Transportation	\$19	\$18
Other	\$6	\$15
Total	\$207	\$269

Average Total Trip Spending	Apr - June 2021	Apr - June 2022
Accommodations	\$655	\$448
Restaurants	\$617	\$504
Groceries	\$315	\$175
Shopping	\$403	\$273
Entertainment	\$302	\$252
Transportation	\$239	\$126
Other	\$76	\$105
Total	\$2,607	\$1,883





Post Trip Evaluation	Apr - June 2021	Apr - June 2022
Will return to Charlotte County	98%	97%
Satisfied or very satisfied with their stay	97%	97%
Would definitely recommend to friend	97%	97%





Methodology



Visitor Tracking Study

» 535 interviews were completed with Charlotte County visitors at public areas, beaches, the airport and with online surveys.

Data Collection

Visitor interviews were completed in person and online between
 April 1st, 2022 and June 30th, 2022





Punta Gorda/Englewood Beach VCB Visitor Tracking Report

Downs & St. Germain Research 850-906-3111 | www.dsg-research.com



April - June 2022

