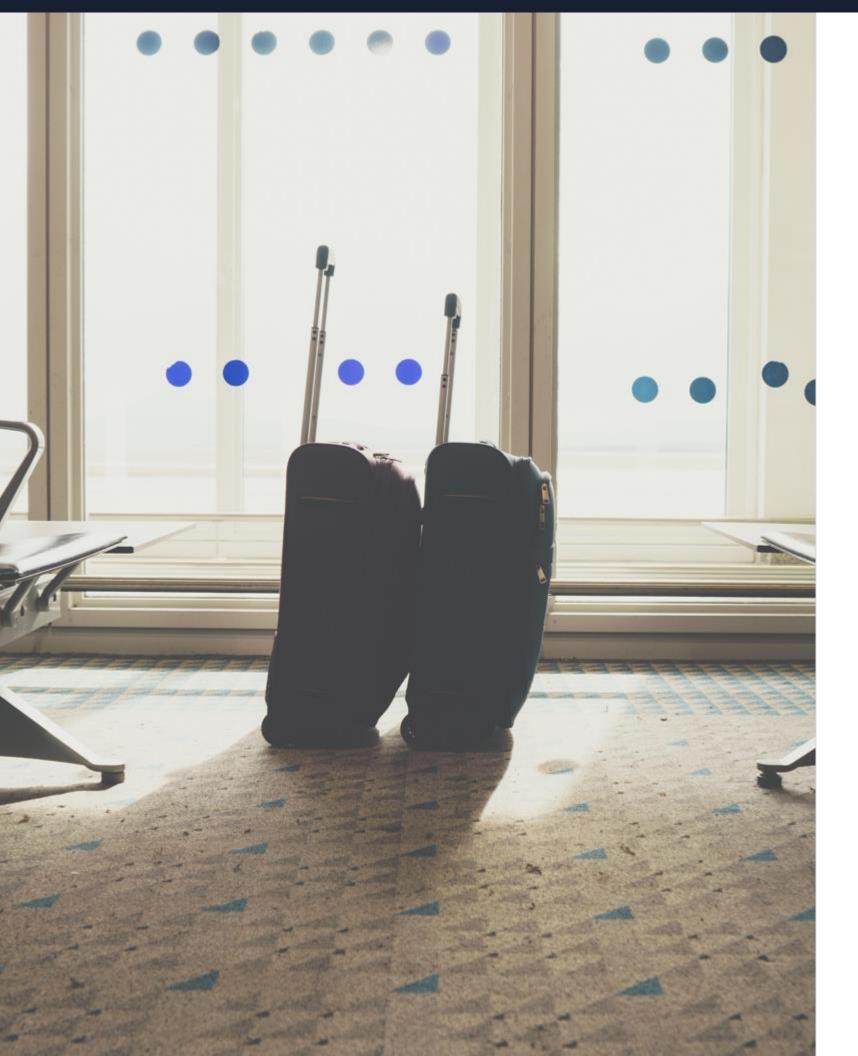




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INTRODUCTION

PROJECT BACKGROUND

The travel sector is an integral part of Hillsborough County economy. Visitors generate significant economic benefits to households, businesses, and government alike and represent a critical driver of the County's future. In 2023, visitor-supported business sales reached \$8.9 billion, including indirect and induced impacts.

By monitoring the visitor economy, policymakers can inform decisions regarding the funding and prioritization of the sector's development. They can also carefully monitor its successes and future needs. This is particularly true for Hillsborough County as it builds upon its visitor economy.

By establishing a timeline of economic impacts, the industry can track its progress.

To quantify the economic significance of the tourism sector in Hillsborough County, Tourism Economics has prepared a comprehensive model detailing the farreaching impacts arising from visitor spending. The results of this study show the scope of the travel sector in terms of direct visitor spending, as well as the total economic impacts, jobs, and fiscal (tax) impacts in the broader economy.

METHODOLOGY AND DATA SOURCES

An IMPLAN input-output model was constructed for Hillsborough County. The model traces the flow of visitor-related expenditures through the local economy and their effects on employment, wages, and taxes. IMPLAN also quantifies the indirect (supplier) and induced (income) impacts of tourism. Tourism Economics then cross-checked these findings with employment and wage data for each sector to ensure the findings are within reasonable ranges.

Visitors included those who stayed overnight or traveled more than 50 miles to the destination.

The primary source of the employment and wage data is the Regional Economic Information System (REIS), maintained by the Bureau of Economic Analysis.

This is more comprehensive than Bureau of Labor Statistics (ES202/QCEW) data because sole-proprietors do not require unemployment insurance and are not counted in the ES202 data.

The analysis draws on the following data sources:

- Florida Department of Revenue: sales tax and gross sales data by industry for Hillsborough County
- Hillsborough County: tourist development tax data
- Bureau of Economic Analysis and Bureau of Labor Statistics: real estate taxes paid, employment and wage data, by industry
- STR: lodging performance data, including room demand, room rates, occupancy, and room revenue, for hotels
- Tourism Economics, Global City Travel database: International arrivals and spending data for Tampa-St. Pete
- United States Census Data: data on second homes and 2017 Economic Census
- Bureau of Transportation Statistics: TPA airport passenger data
- EIA: Gas Prices for Florida region
- Near: geolocation data
- Attraction Data: sports and theme park visitor data

ECONOMIC IMPACTS **KEY FINDINGS**

VISITOR SPENDING

Visitor spending achieved continued growth, reaching \$5.7 billion, a 5% increase over the prior year.

TOTAL VISITORS

Hillsborough County welcomed nearly 27 million visitors in 2023, including 16 million day visitors and 11 million overnight visitors.



TOTAL ECONOMIC IMPACT

Direct visitor spending of \$5.7 billion generated a total of \$8.9 billion in total business sales. This total economic impact sustained 59,329 jobs and generated \$535 million in state and local tax revenues in 2023.



\$5.7B

Visitor Spending



\$8.9B

Total Economic Impact



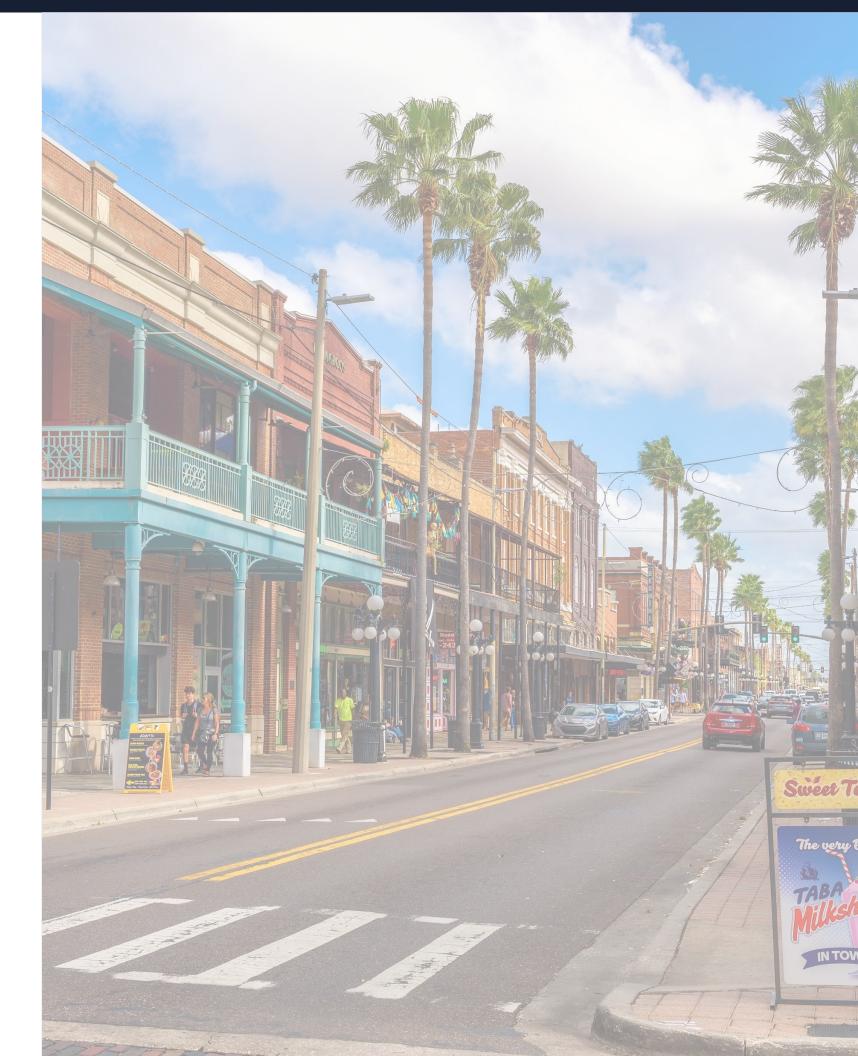
59,329

Total Jobs Generated



\$535M

State & Local Taxes Generated



Visitor Economy Trends

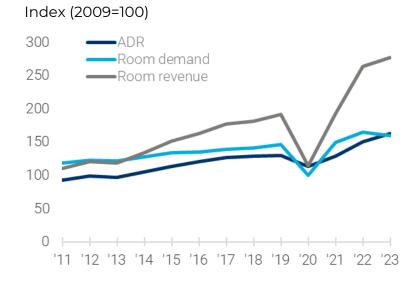
The Hillsborough County visitor economy saw continued growth in 2023, supported by visitor growth, increased lodging prices, and modest growth in other spending categories. Hotel revenues exhibited continued growth which can largely be attributed to price growth.

Hotel Sector

Growth in 2023

Hotel room revenues grew 5% in 2023. Revenue continued to grow amid declining room demand, largely a result of an 8% increase in ADR.

Key Hotel Indicators in Tampa



Source: STR, Tourism Economics

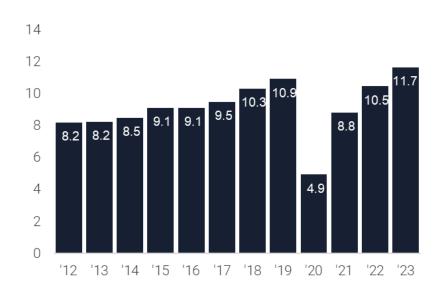
Air Travel

High spending travelers are returning

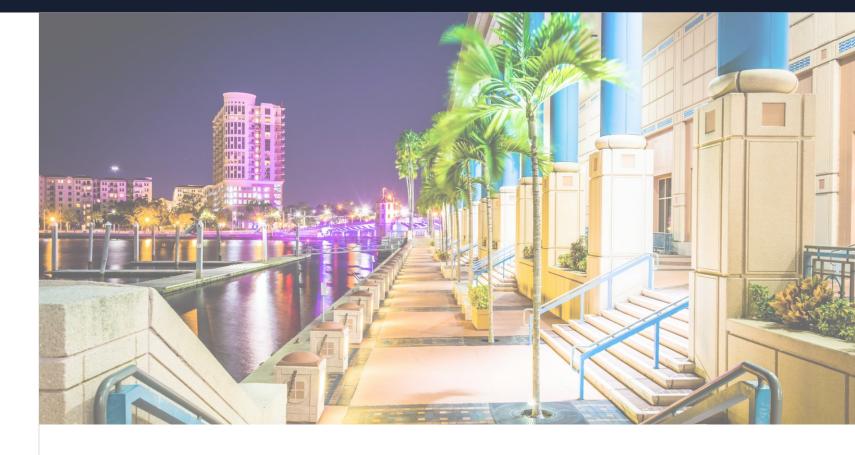
Inbound passenger travel increased 11%, surpassing pre-pandemic levels for the first time. Both domestic and international inbound passengers fully recovered in 2023 with domestic arrivals leading.

Inbound passenger arrivals

Million inbound to TPA



Source: BTS, Tourism Economics



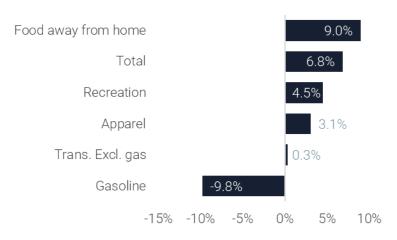
Consumer Prices

Visitors faced price increases in 2023

Visitors to Tampa faced increasing prices in each of the five major spending categories in 2023 except gasoline.
Gasoline prices experienced a 10% decrease while transportation, excluding gasoline, was flat. Food away from home saw the largest increase in prices with 9% growth.

Travel-related CPI in the Tampa region

Year-on-year % price growth







Visits & **VISITOR SPENDING**

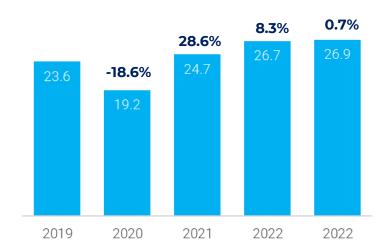
Hillsborough County visitor spending showed modest growth in 2023 as visitors spent \$5.7 billion in 2023, an increase of 5% that pushed spending 28% above 2019 levels. With all spending categories now fully recovered, growth has moderated but remains steady as price increases and demand increases supported spending growth.

Visitor Volumes

Growth in 2023

Visitor volumes increased 0.7% in 2023, or almost 200 thousand visitors. With this increase, volumes reached 10% above of 2019 levels.

Hillsborough County visitor volume Amounts in millions



Source: Tourism Economics

VISITOR SPENDING

Visitors to Tampa spent \$5.7 billion across a wide range of sectors in 2023.

Of the \$5.7 billion spent in Tampa in 2023 by visitors, spending on food and beverage accounted for \$1.6 billion, 28% of each visitor's budget.

Lodging, including the value of second homes, resulted in \$1.3 billion, 23% of visitor spending.

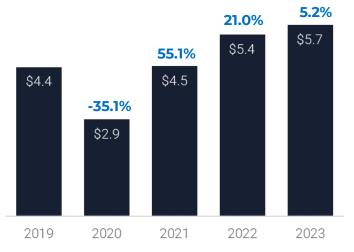
Recreation spending accounted for \$1.2 billion or 21% of visitor spending.

Transportation, including both air and transportation within the destination, registered \$1.0 billion, 17% of visitor spending.

Retail captured 11% of visitor spending.

Hillsborough County visitor spending

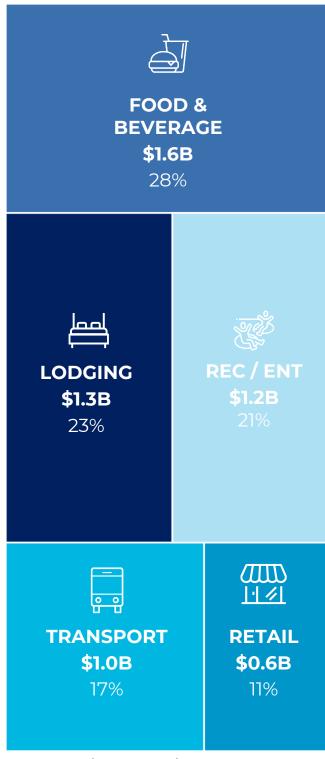
Amounts in \$ millions



Source: Tourism Economics

\$5.7 BILLION





Source: Tourism Economics *Lodging Includes spending on second homes **Transportation includes spending on air transportation

Visitor Volume & Spending Trends

Visitor spending increased 5% in 2023 following significant growth in 2022. Spending grew across all sectors, driven by increases in prices and slight demand increases. Among all spending categories, growth in transportation, predominantly driven by air transportation, was especially notable in 2023. Food and beverage spending showed strength, too, increasing 6%. Conversely, visitor spending on retail goods has lagged, and remained below other spending categories both in terms of year-over-year growth and relative to 2019.

Hillsborough visitor spending and annual growth

Amounts in \$ millions, 2023 % change, and % recovered relative to 2019

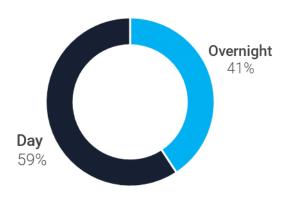
Total visitor spending	2019 \$4,424	2020 \$2,872	2021 \$4,453	2022 \$5,386	2023 \$5,668	2023 Growth 5.2 %	% relative to 2019 128.1%
Lodging*	\$871	\$484	\$885	\$1,220	\$1,286	5.3%	147.7%
Food & beverage	\$1,241	\$900	\$1,293	\$1,502	\$1,588	5.8%	128.0%
Retail	\$585	\$438	\$555	\$595	\$612	2.8%	104.5%
Transportation**	\$712	\$444	\$793	\$913	\$969	6.1%	136.1%
Recreation	\$1,015	\$606	\$928	\$1,156	\$1,213	4.9%	119.5%

Source: Tourism Economics

Hillsborough County visitor volumes reached nearly 27 million in 2023, increasing 0.7% over the previous year. Day visitor growth outpaced that of overnight visitors, registering 3% growth while overnight visitors declined 2%, respectively. Overall spending per person grew 5% increasing 18% above pre-pandemic levels.

Hillsborough County visitor volume by segment

Percent % of visitor volume by segment



Source: Tourism Economics

Hillsborough County visitor volume and spending

Visits in millions of persons, \$ millions, and dollars spent per person

	2019	2020	2021	2022	2023	2023 Growth	% relative to 2019
Total visitors	24.5	19.2	24.7	26.7	26.9	0.7%	110.1%
Day	14.7	12.2	14.7	15.6	16.0	2.5%	108.8%
Overnight	9.7	7.0	10.0	11.1	10.9	-1.7%	112.0%
Total visitor spending	\$4,359	\$2,857	\$4,453	\$5,386	\$5,668	5.2%	130.0%
Day	\$1,162	\$915	\$1,262	\$1,429	\$1,525	6.7%	131.3%
Overnight	\$3,198	\$1,942	\$3,191	\$3,958	\$4,143	4.7%	129.6%
Per visitor spending	\$178	\$149	\$180	\$201	\$210	4.5%	118.1%
Day	\$79	\$75	\$86	\$91	\$95	4.1%	120.7%
Overnight	\$329	\$277	\$321	\$357	\$380	6.5%	115.7%



^{*}Includes spending on second homes.

^{**}Includes spending on air transportation

Visitor Volumes & Spending Trends

International visitors continued to have strong growth in 2023, increasing 49%. Despite strong growth, the international market remains at 88% of 2019 levels. While the international market represents only a small share of visitor volume, per-trip spending by international visitors is significantly higher than per-trip spending by domestic visitors.

Hillsborough County visitor volume and spending

Visits in millions of persons, \$ millions, and dollars spent per person

Total visitors	2019 24.5	2020 19.2	2021 24.7	2022 26.7	2023 26. 9	2023 Growth	% relative to 2019
Domestic	24.0	19.1	24.6	26.4	26.5	0.2%	110.6%
International	0.5	0.1	0.1	0.3	0.5	48.8%	87.8%
Total visitor spending	\$4,166	\$2,767	\$4,293	\$5,386	\$5,668	5.2%	136.1%
Domestic	\$3,531	\$2,635	\$4,227	\$5,111	\$5,260	2.9%	149.0%
International	\$635	\$132	\$66	\$275	\$408	48.0%	64.2%
Per visitor spending	\$170	\$144	\$174	\$201	\$210	4.5%	123.6%
Domestic	\$147	\$138	\$172	\$193	\$199	2.7%	134.8%
International	\$1,237	\$1,008	\$849	\$908	\$904	-0.5%	73.1%

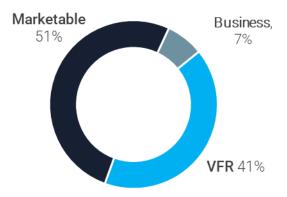


Visitor Volumes

Domestic visitor volumes continued to increase in 2023, growing 0.2% over the prior year (excluding international visitors). Visitors with the purpose of seeing friends and family drove 2023 visitor growth with 1.6% growth. Marketable leisure travel and business travel declined 0.7% and 1.5%, respectively.

Hillsborough County visitor volume by segment

Percent % of visitor volume by segment*



Source: Tourism Economics

*Does not include international visitors

Visitor volume

Amounts in millions

	2019	2020	2021	2022	2023	2023 Growth	% relative to 2019
Total Visitors*	23.9	19.1	24.6	26.4	26.5	0.2%	110.8%
VFR	9.2	7.7	9.8	10.8	11.0	1.6%	119.1%
Marketable	12.3	10.1	12.9	13.7	13.6	-0.7%	110.3%
Business	2.4	1.3	1.9	2.0	2.0	-1.5%	81.7%

Source: Tourism Economics

*Does not include international visitors





ECONOMIC IMPACT

METHODOLOGY

The analysis of the Hillsborough County visitor economy begins with direct visitor spending and analyzes the downstream effects of this spending on the broader economy. To determine total economic impact, we input direct spending into a model of the Hillsborough County economy, constructed using an IMPLAN input-output (I-O) model. The model traces the full extent of industry impacts as dollars flow through the local economy.

An I-O model represents a profile of an economy by measuring the relationships among industries and consumers and quantifies three levels of impact:

- 1. **Direct impacts**: Visitor spending creates direct economic value within a discrete group of sectors (such as recreation and transportation). This supports a relative proportion of spending, jobs, wages, and taxes within each sector.
- 2. Indirect impacts: Each directly affected sector also purchases goods and services as inputs (e.g. food wholesalers, utilities) into production. These impacts are called indirect impacts or supply-chain effects.
- **3. Induced impacts**: Lastly, the induced impact is generated when employees whose wages are generated either directly or indirectly by visitor spending spend those wages in the local economy. This is called the induced impact or income effect.

The Tourism Economics model calculates these three levels of impact - direct, indirect and induced - for a broad set of indicators, including:

- Spending
- Wages
- Employment

- Federal Taxes
- State Taxes
- Local Taxes

ECONOMIC IMPACT

FRAMEWORK





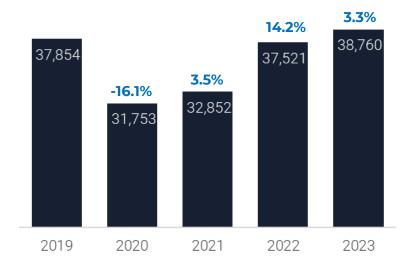
ECONOMIC IMPACT FINDINGS

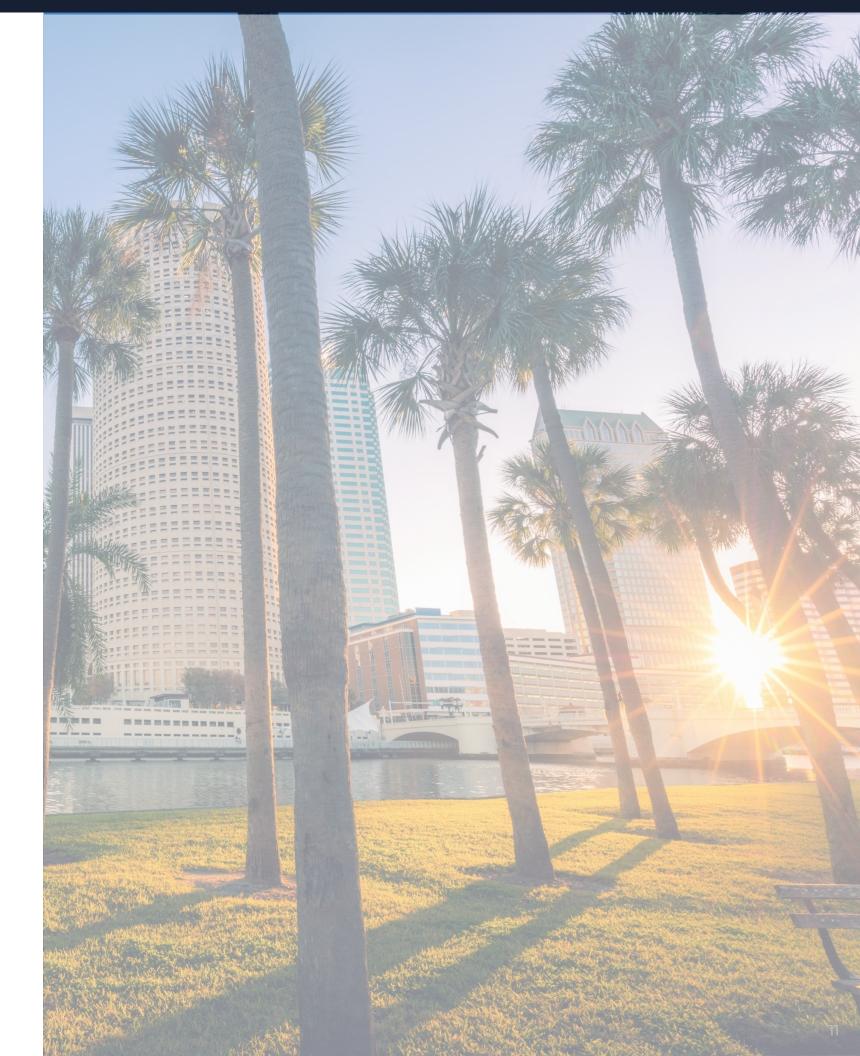
DIRECT EMPLOYMENT

Direct visitor-supported employment expanded 3% in 2023, reaching 2% above prepandemic levels of employment and surpassing pre-pandemic levels.

Visitor-supported employment

Amounts in number of jobs









ECONCOMIC IMPACT **FINDINGS**

BUSINESS SALES IMPACTS

Visitors contributed a direct impact of \$5.7 billion in 2023. This direct impact led to \$3.2 billion in indirect and induced impacts. In total, visitors to Hillsborough County generated over \$8.9 billion in business sales.

Summary economic impacts (2023)

Amounts in \$ billions

Aside from direct impacts, significant benefits accrue in sectors like finance, insurance, and real estate, and business services.



Source: Tourism Economics

Business sales impacts by industry (2023)

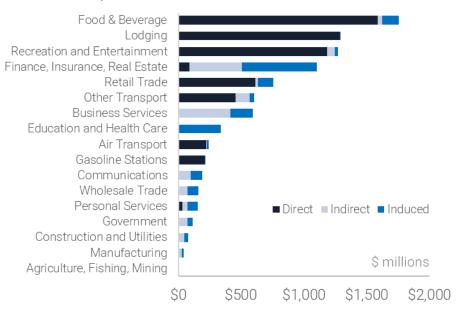
Amounts in \$ millions

	Direct Business Sales	Indirect Business Sales	Induced Business Sales	Total Business Sales
Total, all industries	\$5,668	\$1,438	\$1,803	\$8,909
Food & Beverage	\$1,588	\$35	\$133	\$1,757
Lodging	\$1,286	\$1	\$1	\$1,289
Recreation and Entertainment	\$1,183	\$61	\$30	\$1,274
Finance, Insurance, Real Estate	\$87	\$420	\$598	\$1,105
Retail Trade	\$612	\$21	\$126	\$759
Other Transport	\$456	\$114	\$32	\$601
Business Services		\$412	\$179	\$592
Education and Health Care		\$5	\$332	\$337
Air Transport	\$219	\$9	\$12	\$240
Gasoline Stations	\$208	\$1	\$7	\$216
Communications		\$99	\$93	\$192
Wholesale Trade		\$72	\$87	\$159
Personal Services	\$30	\$41	\$82	\$153
Government		\$71	\$42	\$113
Construction and Utilities		\$48	\$30	\$78
Manufacturing		\$25	\$17	\$42
Agriculture, Fishing, Mining		\$2	\$1	\$3

Source: Tourism Economics

Tourism business sales impacts by industry (2023)

Amounts in \$ millions



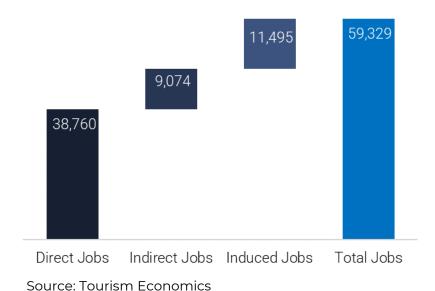


JOB IMPACTS

Visitor activity sustained 38,760 direct jobs in 2023, with an additional 20,569 jobs supported from the indirect and induced impacts of visitor activity. The total jobs impact recovered to 59,329 in 2023, approximately one of every 20 jobs in Hillsborough County (5%).

Summary employment impacts (2023)

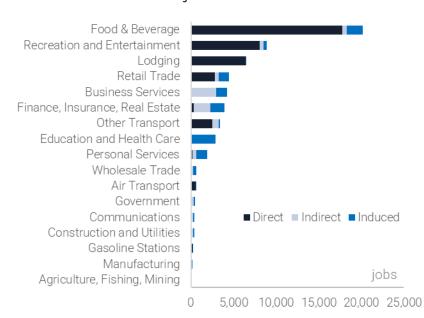
Amounts in number of jobs



Visitor spending supported the largest number of jobs in the food and beverage industry (20,127) followed by recreation with 8,874 jobs.

Tourism job impacts by industry (2023)

Amounts in number of jobs



Source: Tourism Economics



Summary job impacts by industry (2023)

Amounts in number of jobs

	Direct Jobs	Indirect Jobs	Induced Jobs	Total Jobs
Total, all industries	38,760	9,074	11,495	59,329
Food & Beverage	17,788	530	1,809	20,127
Recreation and Entertainment	8,046	495	333	8,874
Lodging	6,441	12	8	6,461
Retail Trade	2,826	453	1,213	4,492
Business Services		2,988	1,285	4,273
Finance, Insurance, Real Estate	303	2,012	1,619	3,934
Other Transport	2,481	769	193	3,443
Education and Health Care		74	2,831	2,905
Personal Services	188	475	1,263	1,926
Wholesale Trade		276	328	604
Air Transport	533	25	37	595
Government		341	143	485
Communications		254	178	432
Construction and Utilities		239	137	376
Gasoline Stations	153	27	76	257
Manufacturing		89	35	124
Agriculture, Fishing, Mining		14	7	21

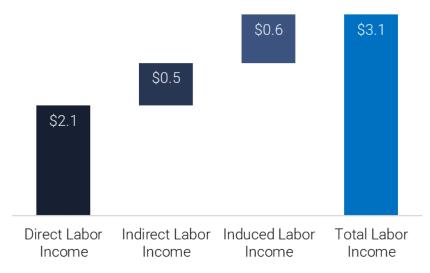


LABOR INCOME IMPACTS

Visitor activity generated \$2.1 billion in direct labor income and a total of \$3.1 billion when including indirect and induced impacts. Total labor income grew by 5%.

Summary labor income impacts (2023)

Amounts in \$ billions

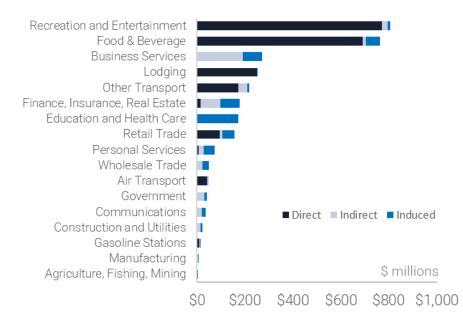


Source: Tourism Economics

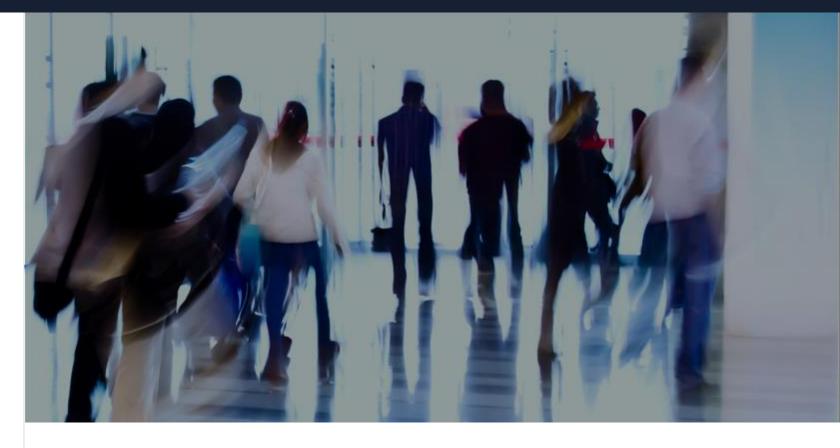
There are eight industries in which visitor activity supports \$150 million or more in personal income. These range from the obvious—food & beverage and lodging, to the less obvious—business services and finance, insurance, and real estate.

Tourism labor income Impacts by Industry (2023)

Amounts in \$ millions



Source: Tourism Economics



Summary labor income impacts (2023)

Amounts in \$ millions

	Direct Labor Income	Indirect Labor Income	Induced Labor Income	Total Labor Income
Total, all industries	\$2,053	\$482	\$576	\$3,110
Recreation and Entertainment	\$770	\$25	\$12	\$807
Food & Beverage	\$691	\$15	\$58	\$763
Business Services	\$0	\$191	\$79	\$271
Lodging	\$249	\$0	\$0	\$250
Other Transport	\$173	\$36	\$9	\$218
Finance, Insurance, Real Estate	\$16	\$81	\$81	\$178
Education and Health Care		\$3	\$169	\$172
Retail Trade	\$95	\$11	\$51	\$157
Personal Services	\$7	\$22	\$45	\$74
Wholesale Trade		\$22	\$26	\$49
Air Transport	\$42	\$2	\$2	\$46
Government		\$31	\$10	\$41
Communications		\$21	\$17	\$38
Construction and Utilities		\$15	\$9	\$23
Gasoline Stations	\$10	\$1	\$4	\$15
Manufacturing		\$4	\$2	\$7
Agriculture, Fishing, Mining		\$1	\$0	\$1



ECONOMIC IMPACT FINDINGS

FISCAL (TAX) IMPACTS

Visitor spending generated over \$1.3 billion in government revenues in 2023.

State and local taxes alone tallied \$535 million in 2023.

Each household in Hillsborough County would need to be taxed an additional \$955 to replace the visitor-generated taxes received by state and local governments in 2023.

Fiscal (tax) impacts

Amounts in \$ millions

		Indirect &	
	Direct	Induced	Total
Total Tax Revenues	\$877	\$412	\$1,289
Federal Taxes	\$484	\$270	\$754
Personal Income	\$186	\$85	\$272
Corporate	\$39	\$41	\$80
Indirect Business	\$59	\$23	\$82
Social Insurance	\$200	\$120	\$320
State and Local Taxes	\$393	\$142	\$535
Sales	\$168	\$70	\$238
Lodging	\$65	\$0	\$65
Corporate	\$5	\$6	\$11
Social Insurance	\$2	\$1	\$3
Excise and Fees	\$42	\$19	\$61
Property	\$111	\$45	\$157

Source: Tourism Economics



Visitor-supported revenues to state government increased to \$256 million in 2023. The majority of state revenues are from sales taxes, with corporate taxes, excise and fees, and social insurance adding an additional \$52 million to state revenues.

Local tax revenues from visitor activity rose to \$279 million with property taxes, room taxes, and fees supporting local government revenues from visitor spending.

Fiscal (tax) impacts

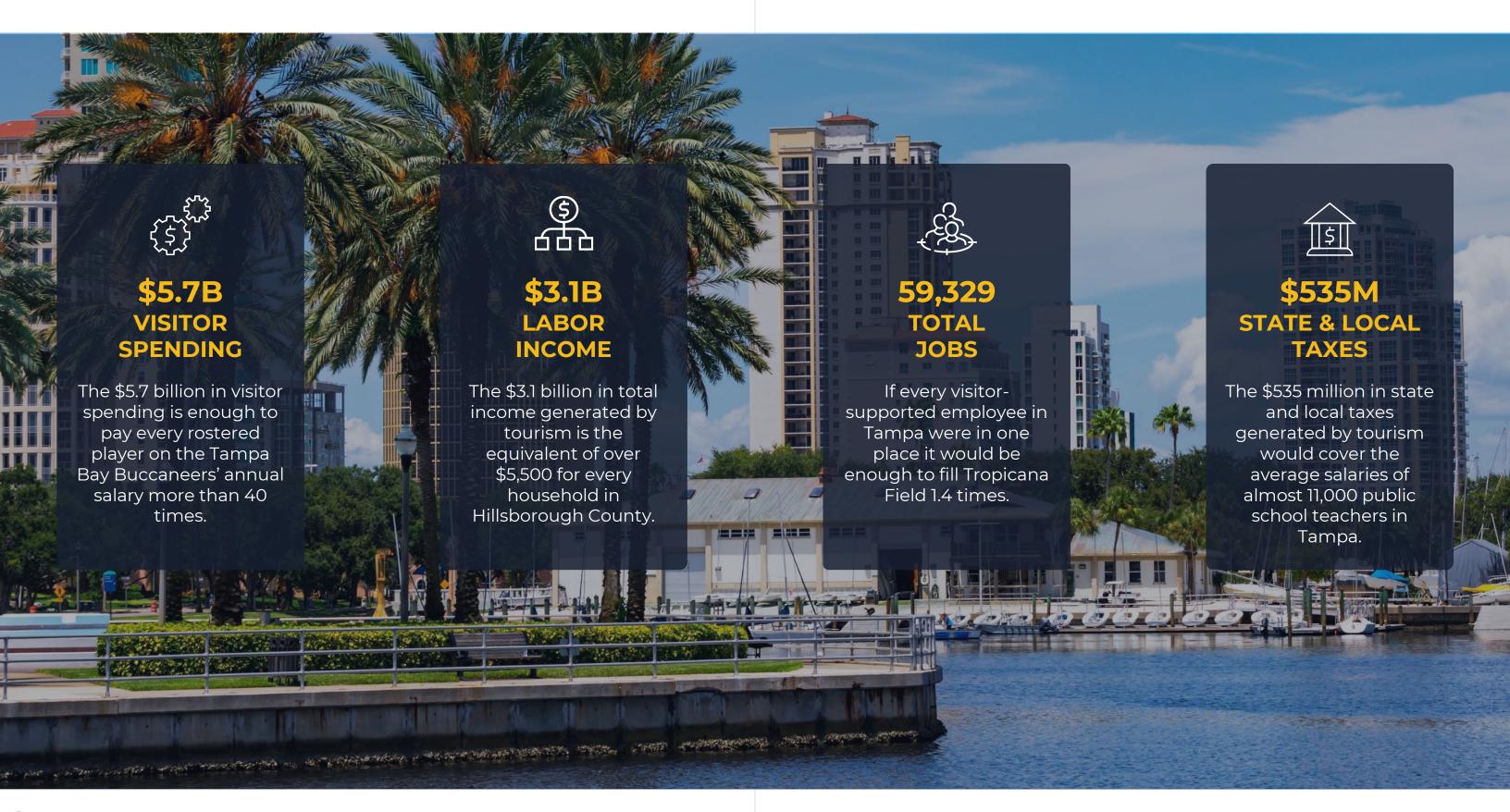
Amounts in \$ millions

	State	Local
Total Tax Revenues	\$256	\$279
Sales	\$204	\$34
Lodging		\$65
Corporate	\$11	
Social Insurance	\$3	
Excise and Fees	\$38	\$23
Property		\$157



ECONOMIC IMPACTS

IN CONTEXT



APPENDIX B: DEFINITIONS

Glossary – Spending Definitions

Term	Description
Lodging	Includes visitor spending in the accommodation sub-sector. This includes food and other services provided by hotels, rentals and similar establishments.
Food and beverage	Includes all visitor spending on food & beverages, including at restaurants, bars, grocery stores and other food providers.
Recreation	Includes visitor spending within the arts, entertainment and recreation sub-sector.
Shopping	Includes visitor spending in all retail sub-sectors within the local economy.
Local transport	Includes visitor spending on local transport services such as taxis, limos, trains, rental cars, buses, and the local share of air transportation spending.
Service stations	Visitor spending on gasoline.
Second homes	Where applicable, spending associated with the upkeep of seasonal second homes for recreational use as defined by the Census Bureau.

Glossary – Economic Impact Definitions

Term	Description
Direct Impact	Impacts (business sales, jobs, income, and taxes) created directly from spending by visitors to a destination within a discreet group of tourism-related sectors (e.g. recreation, transportation, lodging).
Indirect Impact	Impacts created from purchase of goods and services used as inputs (e.g. food wholesalers, utilities, business services) into production by the directly affected tourism-related sectors (i.e. economic effects stemming from business-to-business purchases in the supply chain).
Induced Impact	Impacts created from spending in the local economy by employees whose wages are generated either directly or indirectly by visitor spending.
Employment	Jobs directly and indirectly supported by visitor activity (includes part-time and seasonal work). One job is defined as one person working at least one hour per week for fifty weeks during the calendar year.
Labor income	Income (wages, salaries, proprietor income and benefits) supported by visitor spending.
Value Added (GDP)	The economic enhancement a company gives its products or services before offering them to customers.
Local Taxes	City and County taxes generated by visitor spending. This includes any local sales, income, bed, usage fees, licenses and other revenues streams of local governmental authorities – from transportation to sanitation to general government.
State Taxes	State tax revenues generated by visitor spending. This will include sales, income, corporate, usage fees and other assessments of state governments.

ABOUT TOURISM ECONOMICS

Tourism Economics is an Oxford Economics company with a singular objective: combine an understanding of the travel sector with proven economic tools to answer the most important questions facing our clients. More than 500 companies, associations, and destination work with Tourism Economics every year as a research partner. We bring decades of experience to every engagement to help our clients make better marketing, investment, and policy decisions. Our team of highly-specialized economists deliver:

- Global travel data-sets with the broadest set of country, city, and state coverage available
- Travel forecasts that are directly linked to the economic and demographic outlook for origins and destinations
- Economic impact analysis that highlights the value of visitors, events, developments, and industry segments
- Policy analysis that informs critical funding, taxation, and travel facilitation decisions
- Market assessments that define market allocation and investment decisions

Tourism Economics operates out of regional headquarters in Philadelphia and Oxford, with offices in Belfast, London, Frankfurt, Ontario, and Sydney.

Oxford Economics is one of the world's foremost independent global advisory firms, providing reports, forecasts and analytical tools on 200 countries, 100 industrial sectors and over 3,000 cities. Our best-of-class global economic and industry models and analytical tools give us an unparalleled ability to forecast external market trends and assess their economic, social and business impact. Headquartered in Oxford, England, with regional centers in London, New York, and Singapore, Oxford Economics has offices across the globe in Belfast, Chicago, Dubai, Miami, Milan, Paris, Philadelphia, San Francisco, and Washington DC, we employ over 600 full-time staff, including 300 professional economists, industry experts and business editors—one of the largest teams of macroeconomists and thought leadership specialists.

For more information: admin@tourismeconomics.com

