The Economic Impact of Travel

City of Bend

2022

April 2023

PREPARED FOR Visit Bend



Page intentionally blank



The Economic Impact of Travel in the City of Bend

2022

Visit Bend

4/11/2023

PRIMARY RESEARCH CONDUCTED BY

Dean Runyan Associates 833 SW 11th Avenue Suite 920 Portland, Oregon 97205

Photo: Nate Wyeth Photography / Visit Bend cropped by DRA

Table of Contents

| Summary | 6 |
|--|----|
| Regional Impacts | 7 |
| Summary Table | 8 |
| Overnight Volume | 9 |
| Taxable Lodging Sales | 9 |
| Visitor Spending by Accommodation | 10 |
| Visitor Spending by Commodity | 10 |
| Inflation Effects | 11 |
| Direct Employment (Chart) | 12 |
| Detailed Table (Spending) | 13 |
| Detailed Table (Earnings, Employment, Taxes) | 14 |
| Secondary Impacts | 15 |
| Overnight Visitor Details | 18 |
| Industry Comparison | 19 |
| Glossary (Economic Impacts) | 20 |
| Methodology (Economic Impacts) | 21 |

City of Bend

Bend / Summary

Travel Impacts 2022

The Oregon travel economy reached new highs across most categories in 2022. Continued demand for overnight accommodations and increased price inflation led to large gains in visitor spending. This increased spending and a tight labor market contributed to an increase in employee earnings, with both having a cumulative effect on increased tax revenue. Employment has recovered to 99% of peak employment reached in 2019.

Bend grew less year over year as the decline in travel spending due to the COVID-19 pandemic was less drastic than the state-wide decline.

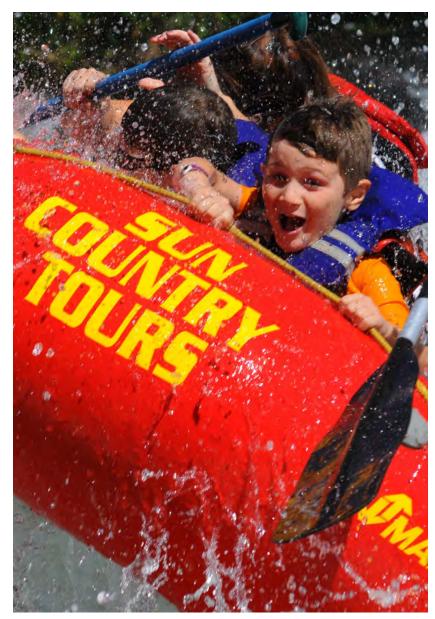
- Travel spending in Bend increased 13.6%, from \$336.3 million in 2021 to \$382.2 million in 2022.
- Direct travel-generated employment grew to 3,120 jobs, a 10% increase over 2021.
- Direct travel-generated earnings increased to \$101.5 million, a gain of 20.9% compared to 2021.

• Tax receipts generated by travel spending increased to \$25.4 million, up 13.5% compared to 2021.

Bend's travel economy **increased 13.6%** in **2022** to **\$382.2 million**.

Note: Current year data are preliminary and subject to change as new source data becomes available.

Photo: Sun County Tours / Visit Bend cropped by DRA



Central Oregon / Regional Impacts

Oregon Regional Comparison

To further understand the importance and size of the travel economy in the City of Bend our economic impact estimates can be compared to the larger region.

The table highlights the size of the travel industry in the city compared to the larger region. The city is 32% of all the direct travel spending in the region and 31% of all direct travel employment. In terms of local tax revenue the city is 53% of all local revenue generated by travel activity. The primary difference between cities will be the various tax rates applied to the available commodities and the availability of paid lodging opportunities.

Deschutes County accounts for approximately 86% of the region's travel spend.

The Central Oregon region encompassing the counties of Crook, Deschutes, Jefferson, and Wasco (Partial) accounted for approximately 10% of all travel spending in the state for calendar year 2022. In Oregon most of the travel activity is concentrated along the population centers in the I-5 corridor running through Portland, the Willamette Valley, and Southern Oregon.

Additional information detailing the travel impacts produced for Travel Oregon is available at <u>www.travelstats.com/oregon</u>.

Direct Travel Impacts, 2022

| | Central Oregon | City of Bend | Share of Region |
|-----------------------------|-------------------|-----------------|--------------------|
| Spending (\$M) | \$1,310.1 | \$382.2 | 29% |
| Earnings (\$M) | \$360.0 | \$101.5 | 28% |
| Employment (Jobs) | 10,270 | 3,120 | 30% |
| State Tax Revenue (\$M) | \$35.1 | \$10.4 | 30% |
| Local Tax Revenue (\$M) | \$28.5 | \$15.0 | 52% |
| Visitor Volume* (Thousands) | 3,127 | 1,393 | 45% |

Sources: Dean Runyan Associates

*Visitor volume calculated as overnight person trips. Total region volume will be less than the sum of the individual cities within the region due to cross-city visitation patterns. Visitor volume estimates based primarily on underlying economic data, this may result in differences in estimates compared to other travel research methodologies. Economic activity is a more reliable gauge of visitor activity than visitor volume.





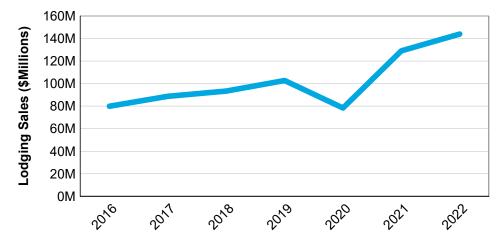
Bend / Impacts, Summary Direct Travel Impacts 2016-2022p

| | | | | | | | | Avg.Annua | al % Chg. |
|--------------------------|-------|-------|-------|-------|-------|-------|-------|----------------|----------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2021-22 | 2016-22 |
| Spending (\$Millions) | | | | | | | ` | | |
| Total (Current \$) | 266.7 | 290.4 | 287.8 | 306.4 | 231.6 | 336.6 | 382.2 | ▲ 13.6% | ▲ 6.2% |
| Other | 27.1 | 28.9 | 10.6 | 11.4 | 8.6 | 9.6 | 17.2 | ▲ 79.4% | ▼ -7.3% |
| Visitor | 239.6 | 261.5 | 277.2 | 295.0 | 222.9 | 327.0 | 365.0 | ▲ 11.6% | ▲ 7.3% |
| Non-transportation | 221.0 | 240.3 | 253.1 | 270.5 | 206.9 | 301.5 | 333.1 | ▲ 10.5% | ▲ 7.1% |
| Transportation | 18.6 | 21.1 | 24.1 | 24.5 | 16.1 | 25.4 | 31.9 | ▲ 25.4% | ▲ 9.4% |
| Earnings (\$Millions) | · | · | | • | | | · | | |
| Earnings (Current \$) | 70.2 | 75.8 | 73.6 | 80.5 | 71.1 | 84.0 | 101.5 | ▲ 20.9% | ▲ 6.4% |
| Employment (Jobs) | | | | | | | | | |
| Employment | 3,180 | 3,270 | 3,120 | 3,200 | 2,690 | 2,840 | 3,120 | ▲ 10.0% | ▼ -0.3% |
| Tax Revenue (\$Millions) | | | | | | , | | - | |
| Total (Current \$) | 15.0 | 17.3 | 17.8 | 19.4 | 15.1 | 22.4 | 25.4 | ▲ 13.5% | ▲ 9.1% |
| Local | 8.3 | 9.2 | 9.7 | 10.7 | 8.1 | 13.4 | 15.0 | ▲ 11.6% | ▲ 10.3% |
| State | 6.7 | 8.1 | 8.0 | 8.7 | 7.0 | 8.9 | 10.4 | ▲ 16.4% | ▲ 7.6% |

Details may not add to totals due to rounding. Percent change calculated on unrounded figures. Employment and earnings include fiscal stimulus support.

Bend / Travel Activity Trends

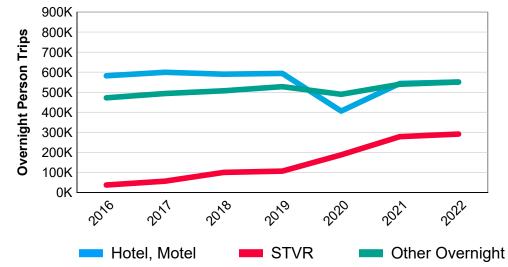
Lodging Sales



Lodging sales grew to \$144 million in 2022, an increase of 11.6% compared to 2021.

Sources: City of Bend, Dean Runyan Associates

Overnight Volume



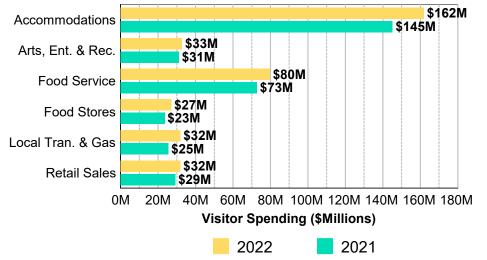
Overnight visitor volume grew to 1.4 million person-trips in 2022, an increase of nearly 2.2% compared to 2021. Visitors who chose to stay in short term vacation rentals grew 4.5% year over year.

Sources: City of Bend, Census Bureau, AirDNA, STR LLC., Dean Runyan Associates, Omnitrak Group LLC.



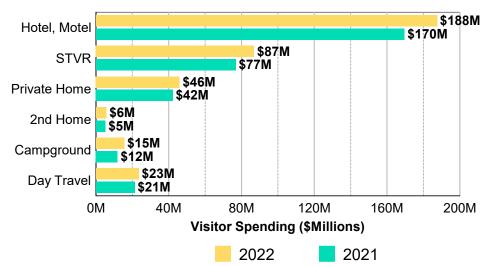
Bend / Spending

Visitor Spending by Commodity Purchased



Sources: City of Bend, Dean Runyan Associates, Omnitrak Group

Visitor Spending by Accommodation Type



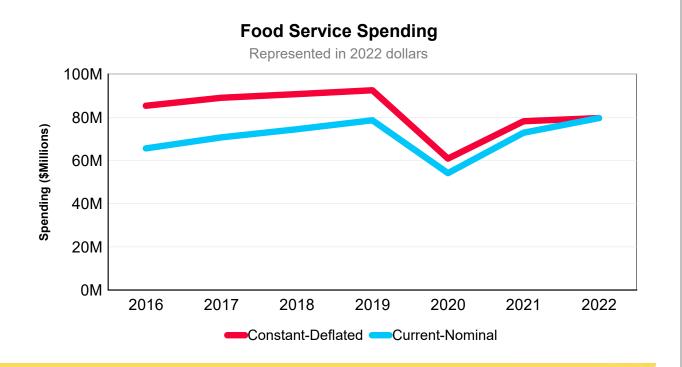
\$162 million in 2022, an increase of 11.6% compared to 2021.

Spending on Accommodations grew to

Visitors who stay in a Hotel, Motel, or Short Term Vacation Rental (STVR) spent a combined \$274 million in 2022, an increase of 11.4%.

Sources: City of Bend, AirDNA, Dean Runyan Associates, Omnitrak Group, STR LLC. Note: Private Home represents visitors staying with friends or family. (Glossary on page 17)

Bend / Spending



Visitor spending on commodities are affected by more than just the volume of visitors. Inflationary pressure related to each commodity can cause spending to rise too. Compared above is visitor spending on Food Service (restaurants, bars, etc.). In current dollars (not adjusted for inflation) Food Service spending in 2022 reached a new peak. In contrast, constant dollars (adjusted for inflation) Food Service spending is approximately 14% less than 2019 levels of activity.

Sources: Bureau of Labor Statistics CPI, Dean Runyan Associates

How does inflation affect the travel industry?

Inflation is the rate of increase in prices of goods and services. An increase in the rate of inflation translates into reduced purchasing power for consumers. To track the quantity of goods and services that consumers purchase when they travel, we report the "Inflation Adjusted" travel spending in the chart to the left. This is also known as "real" spending, as it shows the quantity of goods and services that were purchased while keeping the purchasing power constant across time.

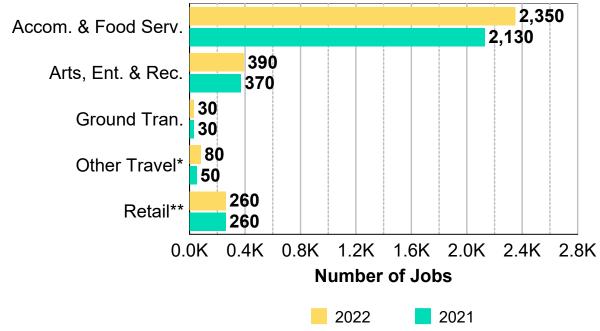
U.S. CPI (annual % chg.) 2021: 4.7% 2022: 8.0% Target: 2% Annually

Oregon 2022 Selected Prices (% Chg.)

Hotel & STVR Room Rates: 7% Gasoline Prices: 33% Air Fares: 32%



Bend / Employment Travel Industry Employment



*Other Travel includes travel arrangement services and convention services **Retail includes gasoline station employment.

Travel spending generated 3,120 direct jobs in 2022. Overall, travel industry employment grew by 10%.

Sources: Dean Runyan Associates, Bureau of Labor Statistics, Bureau of Economic Analysis

Photo: Nate Wyeth Photography / Visit Bend cropped by DRA



The Economic Impact of Travel in Bend / 2022 / Prepared by Dean Runyan Associates

Bend / Impacts, Detailed

Direct Travel Impacts 2016-2022p

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2021-22 | 2019-22 |
|--|-----------|------------|-------|-------|-------|-------|-------|---------|---------|
| Direct Travel Spending (\$Millions) | | | | | | | | | |
| Destination Spending | 239.6 | 261.5 | 277.2 | 295.0 | 222.9 | 327.0 | 365.0 | 11.6% | 23.7% |
| Other Travel* | 27.1 | 28.9 | 10.6 | 11.4 | 8.6 | 9.6 | 17.2 | 79.4% | 50.8% |
| TOTAL | 266.7 | 290.4 | 287.8 | 306.4 | 231.6 | 336.6 | 382.2 | 13.6% | 24.8% |
| Visitor Spending by Type of Traveler Accomme | odation (| \$Millions | 5) | | | | | P | |
| Hotel, Motel, STVR | 169.8 | 186.9 | 198.2 | 212.0 | 154.9 | 246.4 | 274.4 | 11.4% | 29.4% |
| Hotel, Motel | 161.1 | 173.4 | 174.0 | 184.7 | 109.8 | 169.5 | 187.5 | 10.6% | 1.5% |
| Short Term Vacation Rental | 8.6 | 13.4 | 24.2 | 27.3 | 45.1 | 76.9 | 86.9 | 13.0% | 218.5% |
| Private Home | 36.2 | 38.1 | 40.1 | 42.5 | 34.5 | 42.3 | 45.9 | 8.6% | 8.0% |
| Campground | 11.6 | 12.5 | 13.5 | 13.3 | 13.2 | 11.9 | 15.5 | 30.5% | 16.8% |
| Vacation Home | 4.3 | 4.9 | 4.9 | 5.7 | 4.3 | 5.2 | 5.7 | 9.5% | -0.7% |
| Day Travel | 17.8 | 19.1 | 20.5 | 21.5 | 16.1 | 21.2 | 23.5 | 10.7% | 9.4% |
| TOTAL | 239.6 | 261.5 | 277.2 | 295.0 | 222.9 | 327.0 | 365.0 | 11.6% | 23.7% |
| Visitor Spending by Commodity Purchased (\$ | Millions) | | | | | | | 1 | |
| Accommodations | 89.6 | 100.1 | 105.3 | 116.0 | 88.3 | 145.1 | 161.9 | 11.6% | 39.6% |
| Food Service | 65.6 | 70.7 | 74.4 | 78.6 | 54.1 | 72.8 | 79.6 | 9.4% | 1.3% |
| Food Stores | 16.6 | 17.6 | 18.9 | 19.8 | 18.6 | 23.4 | 27.1 | 15.4% | 36.9% |
| Local Tran. & Gas | 18.6 | 21.1 | 24.1 | 24.5 | 16.1 | 25.4 | 31.9 | 25.4% | 30.2% |
| Arts, Ent. & Rec. | 24.7 | 26.3 | 27.9 | 28.8 | 23.9 | 31.1 | 32.8 | 5.4% | 13.8% |
| Retail Sales | 24.5 | 25.7 | 26.5 | 27.4 | 21.9 | 29.1 | 31.8 | 9.2% | 16.0% |
| TOTAL | 239.6 | 261.5 | 277.2 | 295.0 | 222.9 | 327.0 | 365.0 | 11.6% | 23.7% |

Details may not add to totals due to rounding. Percent change calculated on unrounded figures.

*Other Travel includes travel arrangement and convention/ trade shows.



Bend / Impacts, Detailed

Direct Travel Impacts 2016-2022p

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2021-22 | 2019-22 |
|---|-----------|-------|-------|-------|-------|-------|-------|---------|---------|
| Travel Industry Earnings (\$Millions) | | | | | | | | • | |
| Accom. & Food Serv. | 48.5 | 52.6 | 55.4 | 62.1 | 53.8 | 65.1 | 79.1 | 21.4% | 27.4% |
| Arts, Ent. & Rec. | 6.7 | 7.2 | 7.3 | 6.9 | 6.2 | 7.2 | 7.6 | 5.7% | 10.1% |
| Retail** | 5.4 | 5.8 | 6.1 | 6.4 | 7.0 | 7.5 | 8.4 | 11.6% | 31.3% |
| Ground Tran. | 1.1 | 1.2 | 1.4 | 1.5 | 1.3 | 1.1 | 1.3 | 11.4% | -17.8% |
| Other Travel* | 8.5 | 9.0 | 3.3 | 3.6 | 2.7 | 3.0 | 5.2 | 72.7% | 45.2% |
| TOTAL | 70.2 | 75.8 | 73.6 | 80.5 | 71.1 | 84.0 | 101.5 | 20.9% | 26.1% |
| Travel Industry Employment (Jobs) | | · | | | | | · | | |
| Accom. & Food Serv. | 2,210 | 2,250 | 2,230 | 2,340 | 1,960 | 2,130 | 2,350 | 10.3% | 0.4% |
| Arts, Ent. & Rec. | 500 | 530 | 520 | 480 | 370 | 370 | 390 | 7.6% | -17.8% |
| Retail** | 250 | 260 | 270 | 260 | 260 | 260 | 260 | 1.4% | 1.3% |
| Ground Tran. | 50 | 50 | 50 | 50 | 40 | 30 | 30 | -6.5% | -49.6% |
| Other Travel* | 190 | 190 | 60 | 70 | 60 | 50 | 80 | 68.4% | 27.0% |
| TOTAL | 3,180 | 3,270 | 3,120 | 3,200 | 2,690 | 2,840 | 3,120 | 10.0% | -2.5% |
| Tax Receipts Generated by Travel Spending (\$ | Millions) |) | | | | | | 1 | |
| Local Tax Receipts | 8.3 | 9.2 | 9.7 | 10.7 | 8.1 | 13.4 | 15.0 | 11.6% | 40.2% |
| State Tax Receipts | 6.7 | 8.1 | 8.0 | 8.7 | 7.0 | 8.9 | 10.4 | 16.4% | 20.0% |
| TOTAL | 15.0 | 17.3 | 17.8 | 19.4 | 15.1 | 22.4 | 25.4 | 13.5% | 31.2% |

Details may not add to totals due to rounding. Percent change calculated on unrounded figures.

*Other Travel includes travel arrangement and convention/ trade shows.

**Retail includes gasoline station employment and earnings.

Deschutes County / Secondary Effects

Travel spending brings money into the community in the form of business receipts. Portions of these receipts are spent within the area for labor and supplies. Employees, in turn, spend a portion of their earnings on goods and services in the state. Spending on intermediate goods and re-spending of travel-related revenues creates indirect and induced impacts.

Direct impacts represent effects attributable to traveler expenditures.

Indirect impacts represent effects associated with industries that supply goods and services to the direct businesses.

Induced impacts represent effects of purchases made by employees in both the direct and indirect businesses.

The impacts in this section are presented in thirteen major industry groups. These industry groups are similar but not identical to the business categories presented elsewhere in this report.

It should be emphasized that the estimates of indirect and induced impacts reported here apply to the entire Deschutes County area and do not necessarily reflect economic patterns for individual cities within. In general, geographic areas with lower levels of economic activity will have smaller secondary impacts within those same geographic boundaries.

Largest Secondary Industries 2022

Professional Services (420 jobs and \$17.2 million in earnings) A variety of administrative services (e.g., accounting and advertising) are utilized by travel businesses. Employees of these businesses also purchase professional services.

Education & Health Services (160 jobs and \$11.8 million in earnings) The secondary effects are primarily induced, such as employees of travel-related businesses use of medical services.

Financial Activities (60 jobs and \$3.8 million in earnings) Both businesses and individuals make use of banking and insurance institutions.

Other Services (100 jobs and \$3.5 million in earnings) Employees and travel businesses utilize a number of service providers such as repair shops, laundry, maintenance, and business services.

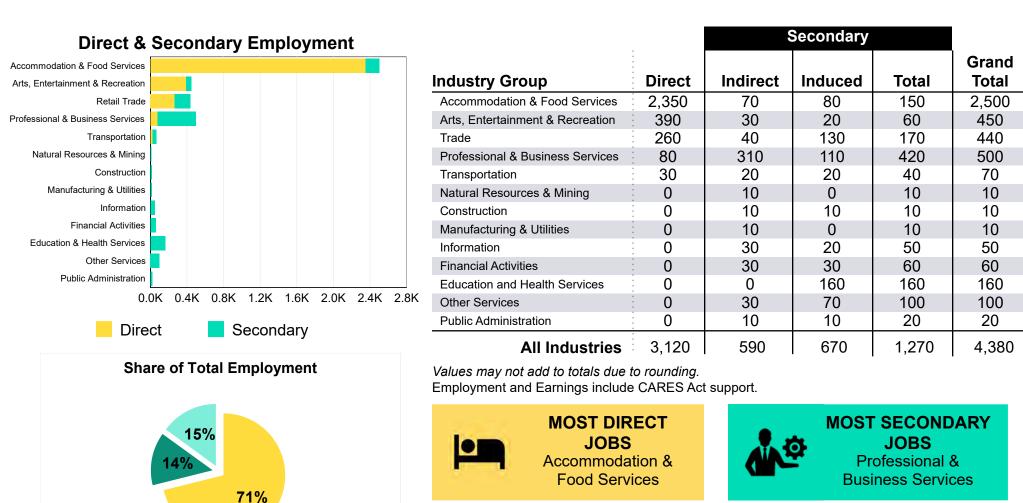


Deschutes County / Secondary Effects

Total Employment 2022

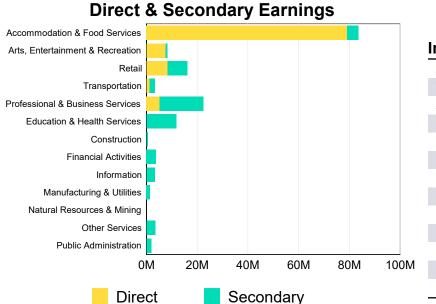
Direct

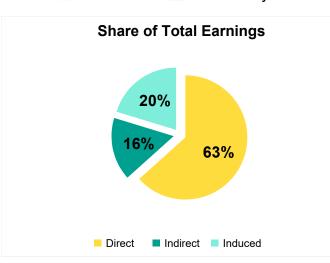
Indirect Induced





Deschutes County / Secondary Effects Total Earnings 2022





| | | | Secondary | | |
|----------------------------------|--------|----------|-----------|-------|----------------|
| Industry Group | Direct | Indirect | Induced | Total | Grand Total |
| Accommodation & Food Services | 79.1 | 2.2 | 2.3 | 4.5 | 83.6 |
| Trade | 8.4 | 2.3 | 5.5 | 7.8 | 16.1 |
| Arts, Entertainment & Recreation | 7.6 | 0.2 | 0.5 | 0.7 | 8.3 |
| Professional & Business Services | 5.2 | 13.1 | 4.1 | 17.2 | 22.4 |
| Transportation | 1.3 | 1.1 | 0.9 | 2.0 | 3.3 |
| Natural Resources & Mining | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 |
| Construction | 0.0 | 0.4 | 0.2 | 0.6 | 0.6 |
| Manufacturing & Utilities | 0.0 | 1.0 | 0.4 | 1.4 | 1.4 |
| Information | 0.0 | 1.8 | 1.4 | 3.2 | 3.2 |
| Financial Activities | 0.0 | 1.7 | 2.1 | 3.8 | 3.8 |
| Education and Health Services | 0.0 | 0.1 | 11.7 | 11.8 | 11.8 |
| Other Services | 0.0 | 1.0 | 2.5 | 3.5 | 3.5 |
| Public Administration | 0.0 | 1.4 | 0.6 | 2.0 | 2.0 |
| All Industries | 101.5 | 26.3 | 32.2 | 58.5 | 160.1 |

Values may not add to totals due to rounding. (\$Millions) Employment and Earnings include fiscal stimulus support.







Bend / Overnight Visitor Details

Overnight Visitor Volume and Average Spending

Overnight visitor volume for Bend is based on cross-referencing visitor surveys and lodging data. Volume estimates therefore will differ from methodologies that rely solely on visitor surveys. Visitor Spending is a more reliable metric to Visitor Volume in accounting for changes in the travel industry, as it is more closely tied to economic data and lessens the variability from visitor surveys. Day travel estimates are not included because of data limitations.

40%

Hotel, Motel, STVR share of overnight person-trips

Average Expenditure for Overnight Visitors, 2022

| | Person | | | Р | art | y | Party | Length |
|-----------------|--------|---|-------|-------|-----|-------|-------|---------|
| | Day | | Trip | Day | | Trip | Size | of Stay |
| Hotel, Motel | \$180 | ÷ | \$340 | \$440 | | \$832 | 2.4 | 1.9 |
| STVR | \$114 | | \$299 | \$322 | - | \$845 | 2.8 | 2.6 |
| Private Home | \$36 | ÷ | \$110 | \$94 | ÷ | \$287 | 2.6 | 3.0 |
| Other Overnight | \$48 | ÷ | \$158 | \$159 | | \$524 | 3.3 | 3.3 |
| All Overnight | \$97 | | \$245 | \$260 | | \$646 | 2.7 | 2.5 |

Overnight Visitor Volume, 2020-2022

| | | Person-Trip | S | | Party-Trips | |
|-------------------------|-----------|-------------|-----------|---------|-------------|---------|
| | 2020 | 2021 | 2022 | 2020 | 2021 | 2022 |
| Hotel, Motel | 405,700 | 543,900 | 551,100 | 166,000 | 222,500 | 225,500 |
| STVR | 187,700 | 278,500 | 290,900 | 66,300 | 98,400 | 102,800 |
| Private Home | 363,800 | 419,500 | 416,800 | 139,600 | 161,000 | 159,900 |
| Other Overnight | 125,800 | 120,500 | 133,900 | 37,900 | 36,600 | 40,400 |
| Overnight Volume | 1,083,000 | 1,362,400 | 1,392,800 | 409,700 | 518,500 | 528,600 |

| | | Person-Day | 'S | | Party-Days | |
|------------------|-----------|------------|-----------|-----------|------------|-----------|
| | 2020 | 2021 | 2022 | 2020 | 2021 | 2022 |
| Hotel, Motel | 767,400 | 1,028,800 | 1,042,500 | 313,900 | 420,900 | 426,500 |
| STVR | 492,400 | 730,800 | 763,400 | 174,000 | 258,200 | 269,700 |
| Private Home | 1,106,400 | 1,275,800 | 1,267,500 | 424,600 | 489,600 | 486,400 |
| Other Overnight | 413,100 | 397,600 | 440,400 | 124,600 | 121,000 | 133,200 |
| Overnight Volume | 2,779,300 | 3,433,000 | 3,513,800 | 1,037,200 | 1,289,700 | 1,315,800 |

Note: Private Home represents visitors staying with friends or family. (Glossary on page 17). Other Overnight represents all camping and private vacation homes.

Bend / Industry Comparison

Economic Census 2017

| NAICS | | Establishments | Sales (\$1,000) | Payroll (\$1,000) | Employees |
|-------|--|----------------|-----------------|-------------------|-----------|
| 42 | Wholesale trade | 141 | 891,206 | 64,910 | 1,204 |
| 44-45 | Retail trade | 597 | 2,596,591 | 250,402 | 8,285 |
| 48-49 | Transportation and warehousing (106) | 74 | 106,108 | 31,923 | 776 |
| 51 | Information | 119 | N/D | 103,831 | 1,718 |
| 52 | Finance and insurance | 251 | N/D | 119,503 | 1,817 |
| 53 | Real estate and rental and leasing | 323 | 212,057 | 34,350 | 808 |
| 54 | Professional, scientific, and technical services | 638 | 383,849 | 151,939 | 2,520 |
| 56 | Administrative and support and waste management | 239 | 294,919 | 136,949 | 3,959 |
| 61 | Educational services | 51 | 18,516 | 7,252 | 399 |
| 62 | Health care and social assistance | 533 | 1,387,573 | 551,473 | 9,929 |
| 71 | Arts, entertainment, and recreation | 87 | 86,375 | 24,526 | 1,770 |
| 72 | Accommodation and food services | 382 | 434,804 | 139,367 | 6,525 |
| 81 | Other services (except public administration) | 260 | 163,531 | 44,796 | 1,326 |

2017 Travel Industry*

277,907 66,324

2,680

N/D fields are non-disclosed due to size.

*Travel Industry is a combination of sectors and is estimated by Dean Runyan Associates. Payroll and employees are less than earnings/employment presented in other report tables. For comparison purposes we removed the additional benefits and sole proprietorships that are included in our analysis. Source: U.S. Census Bureau

Glossary

Definition Term 2nd Home Homes under private ownership for personal use as a seasonal property where a lodging tax is not collected. Only includes spending during trip. Greater than 50 miles traveled non-routine to the destination. Day Travel **Destination Spending** Interchangeable with Visitor Spending. Direct spending made by visitors in a destination. STVR Short Term Vacation Rental, private and semi-private lodging rented by owners or property management companies (e.g. Airbnb, VRBO). State Taxes State taxes generated by travel spending. Local Taxes City and county taxes generated by travel spending. Employment generated by direct spending; includes full time, part time, seasonal, and Direct Employment proprietors. Total after-tax net income for travel. It includes wages and salary disbursements, proprietor **Direct Earnings** income, and other earned income or benefits. Other Spending Spending by residents on travel arrangement services, or spending for convention activity. Visitor Spending Direct spending made by visitors in a destination. Hotel, Motel, STVR Accommodation types that house transient lodging activity. **Direct Spending** Expenditures made by consumers, combination of Visitor Spending and Other Spending. Other Overnight Combination of other overnight visitors who stay in campgrounds or 2nd homes. **Private Home** Personal residences used to host visiting friends and family overnight. NAICS North American Industry Classification System. Homes under private ownership for personal use as a seasonal property where a lodging Seasonal Home tax is not collected. Only includes spending during trip. Individual trips to the destination for all age groups. Person Trips Vacation Home Rental Accommodation types that house transient lodging activity.

Methodology

Travel Impacts Methodology

Primary travel impact analysis will make use of the Regional Travel Impact Model (RTIM), prepared and maintained by Dean Runyan Associates and used for most of our travel impact analysis since 1985. This model was developed to provide robust impact findings at small geography without reliance on annual survey research. This is a "bottom up" approach whereby analysis is conducted at the county level, then aggregated to regions and the state, allowing us to use the most detailed tax, employment, wages, and other data that are available. Our clients have selected this approach to provide particularly detailed and defendable findings for all parts of their constituency.

Because the model does not rely on annual survey research for its primary inputs, we work in other states with a variety of other visitor profile providers, including national panel managers or those making use of intercept or regional web methodology. Analysis is conducted separately by type of visitor lodging, making use of data and modeling appropriate to each. Impact analysis associated with visitors staying in commercial lodging makes use of lodging tax data to calculate lodging sales, then employs expenditure distribution data for these types of visitors to calculate total sales and the distribution among expenditure categories. We maintain our own expenditure distribution database for each state we work in, but also make use of historic and current expenditure data, as available. Rental cabins, condos and other property are included in this category if lodging tax has been applied to sales.

Earnings, employment, and tax receipts are calculated using employment and wage data by business category, for each county, plus the applicable taxes on each type of expenditure. Tax impacts, such as for restaurant, fuel, and retail purchases, are calculated from spending amounts; totals will be checked against data from state sources.

Sales attributed to campers are calculated from campground inventory (separately for public and commercial campgrounds), camping occupancy data and average expenditures for camping parties. Expenditure data will be from expenditure databases that we maintain, augmented by visitor survey data available for Oregon, as available.

Other impacts are calculated in a manner like those for commercial accommodation travelers. Sales attributable to travelers staying in their own second homes, or in rented condo, cabin, and other accommodations, are calculated from inventories of these types of lodging and the associated utilization and expenditure data. Findings are made consistent if some of these sales have been subject to lodging tax. Second home inventories are from US Census sources and any local/regional data available. Other impacts are calculated in a manner like those for commercial accommodation travelers.

(Continued on next page)



Methodology / Continued

Travel Impacts Methodology

Day travel spending is calculated as a factor of overnight spending, with the proportions based on visitor data for Oregon travelers. This analysis will rely the most on visitor profile data provided by the profile contractor. Other impacts are calculated in a similar way as those for commercial accommodation travelers.

All spending estimates are summed for each county and separately for each business category with applicable data then used to calculate earnings, employment, and tax receipts. County totals will be mapped to regions using address and other location data for lodging, camping, and other rental accommodations using separate methods for each type of lodging.

In all cases, our data and methodology are transparent, allowing for reliable error trapping and effective review of findings. All findings are also checked against available comparable data, such as county-level employment data by industry from the US Bureau of Labor Statistics and lodging sales data from STR and Key Data.

Methodology / Continued

RTIM Industries mapped to NAICS

The following categorization is intended as a high level overview of how our reported industries map to the North American Industry Classification System. It should be noted the NAICS codes are based on responses from individual organizations and are not always a perfect 1:1 alignment with our analysis.

| Travel Impact Industry | NAICS Industry Code |
|----------------------------------|--|
| Accommodation & Food Service | |
| | Accommodation (721) |
| | Food Services and Drinking Places (722) |
| | Residential Property Managers (531311) |
| Arte Entertainment 9 Descetion | Breweries, Wineries, Distilleries (312120, 312130, 312140)**Notes on next page |
| Arts, Entertainment & Recreation | Arts, Ent., Recreation (71) |
| | Scenic and Sightseeing Transportation (487) |
| | Motion picture and video exhibition (51213) |
| | Recreational goods rental (532292) |
| | Tour operators (56152) |
| Retail | |
| | Food & Beverage Stores (445) |
| | Gasoline Stations (447) |
| | Clothing and Clothing Accessories (448) |
| | Sporting Goods, Hobby, Book and Music Stores (451) |
| | General Merchandise Stores (452) Missellanseus Store Datailars (452) |
| Transportation | Miscellaneous Store Retailers (453) |
| Transportation | Rail Transportation (482114) |
| | Water Transportation (4831) |
| | Urban transit systems (4851) |
| | Interurban and rural bus transportation (4852) |
| | Taxi and limousine service (4853) |
| | Charter bus industry (4855) |
| | Passenger car rental (532111) |
| | Truck, trailer, and RV rental and leasing (53212) |
| | Parking Lots and Garages (812930) |
| Air Transportation | Scheduled passenger air transportation (481111) |
| | Support activities for air transportation (4881) |
| Others | |
| | Travel agencies (56151) |
| | Convention and Trade Show Organizers (56192) |
| | - · · |



The Economic Impact of Travel in Bend / 2022 / Prepared by Dean Runyan Associates

**Travel spending on breweries (312120), wineries (312130) and distilleries (312140) are included within the Food Service, Retail, Food Stores, and Recreation industries. It is likely that the bulk of travel-related spending on these alcohol-related NAICS codes occurs within the Food Service category. However, because experiences at breweries, wineries, and distilleries often include a significant experiential component, as well as opportunities for retail purchases, we are unable to allocate exact percentages to the above travel impact categories.