

U. S. Virgin Islands Department of Tourism

2021 Fall Revenue Estimating Conference

August 10, 2021



st CROIX st JOHN st THOMAS

AIR VISITOR ARRIVALS

Jan-May 2019
292,991

Jan-May 2020
187,751

Jan-May 2021
332,654



77% over 2020



13% over 2019

AVERAGE WEEKLY-AIR CAPACITY SUMMER 2021



St. Croix

Flights=235+

St. Croix

Seats=9,500+



St. Thomas/St. John

Flights=380+

St. Thomas/St. John

Seats=30,000+

AIRLIFT

Nonstop flights to St. Croix from:

- Atlanta (ATL)
- Charlotte (CLT)
- Fort Lauderdale (FLL)
- Miami (MIA)
- Puerto Rico (SJU)



Nonstop flights to St. Thomas from:

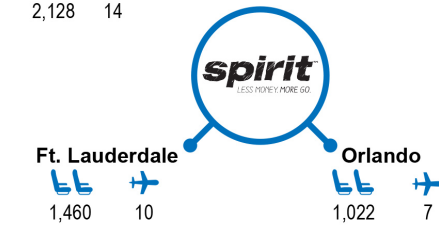
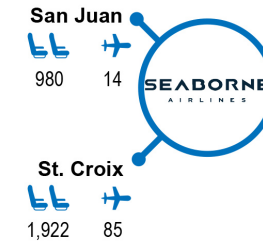
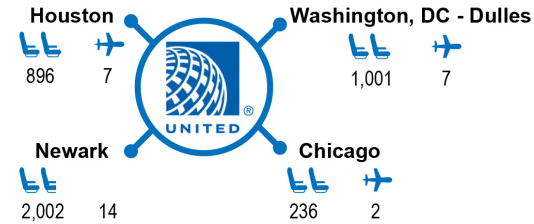
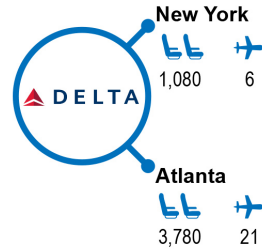
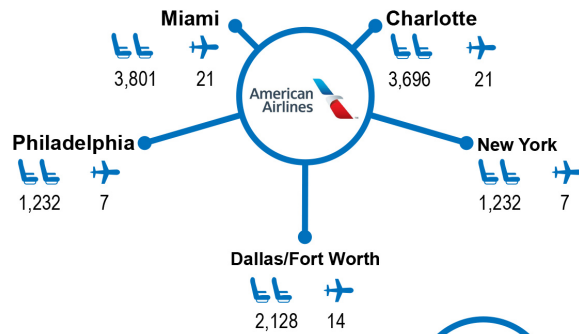
- Atlanta (ATL)
- Boston (BOS)
- Charlotte (CLT)
- Chicago O'Hare (ORD)
- Dallas/Fort Worth (DFW)
- Fort Lauderdale (FLL)
- Houston (IAH)
- Miami (MIA)
- Minneapolis-St. Paul (MSP)
- Orlando (MCO)
- Philadelphia (PHL)
- Puerto Rico (SJU)
- New York (JFK)
- Newark (EWR)
- Washington, D.C. (IAD)



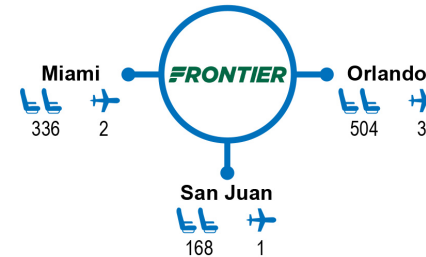
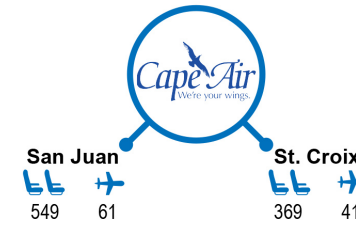
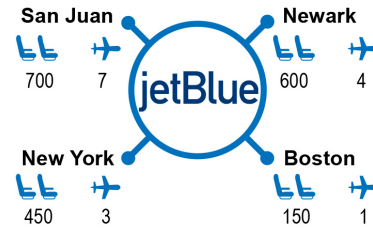
St. Thomas

Air Capacity | Summer 2021

 Weekly Flights	 Weekly Capacity
380	30,406



*Daily flights in June with extra flight on Tue/Thu/Sun

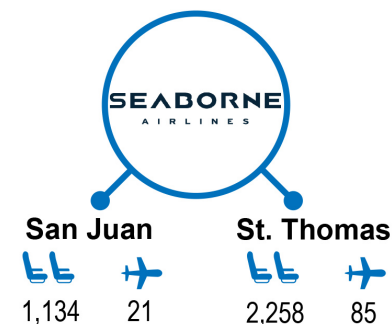
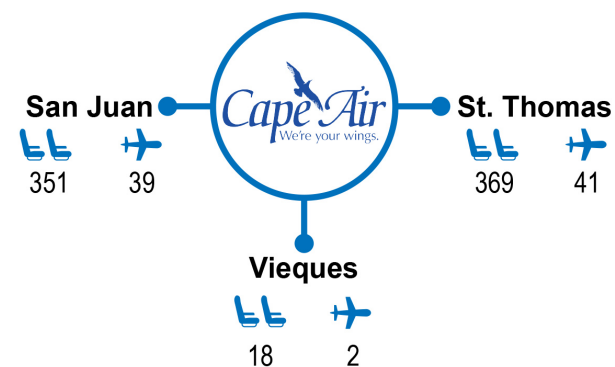
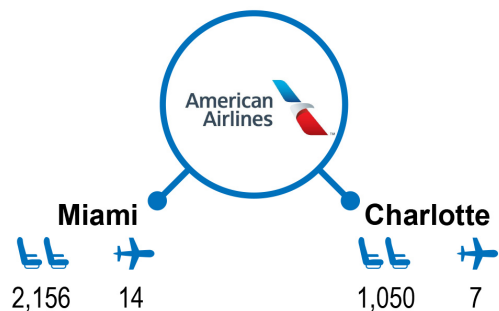


*schedules subject to change

St. Croix

Air Capacity | Summer 2021

 Weekly Flights	 Weekly Capacity
237	9,576



*schedules subject to change

AIRLIFT

Inbound air arrivals ahead of pre-2017 hurricane levels

- Restored and surpassed total air arrivals to the Territory to pre-hurricane levels. St. Thomas seat capacity is up by about 60 percent (winter) and 70 percent (summer) over FY 2020. St. Croix seat capacity increased by 40 percent (winter) and 10 percent (summer).
- St. Thomas experienced increased new or resumed service from American Airlines, Delta Air Lines, Frontier Airlines, Spirit Airlines, JetBlue Airways and Sun Country Airlines
- St. Croix experienced increased service from both American and Delta
- Incoming flights are arriving full
- Traditional seasonality has been disrupted and summer 2021 air arrival numbers rival or surpass traditional winter numbers
- Regional airlift significantly reduced due to the pandemic

TRAVEL SCREENING PORTAL



- Every traveler aged five or older, **including vaccinated travelers and U.S. citizens**, who enters the USVI is required to use the Travel Screening Portal (TSP) and receive clearance to travel
- Beginning in July 2021, travelers who were vaccinated in the USVI and considered “fully vaccinated” may be exempt from submitting an acceptable COVID-19 test result for travel from the U.S. mainland and/or from another U.S. Territory, if the Official Vaccination Record can be successfully verified through the USVI Department of Health’s database
- Since July 2020, the TSP has processed more than 780,000 submissions
 - 97.5% Air Arrivals
 - 2.5% Marine Arrivals

EXISTING ACCOMMODATIONS

	St. Croix	St. Thomas / St. John	# of Units
Traditional	800	1,800	2,600
Villas	300	600	900
Sharing Accommodations			2,200
Charter Yachts		200+	200+
Total	1,100	2,600	5,900



ADDITIONAL ACCOMMODATIONS

Name	St. Croix	St. John	St. Thomas	Total	Schedule
Divi	197			197	Oct. 2021
Frenchman's Reef Marriott			384	384	2022
Noni Beach			94	94	2022
# of Units	197		478	675	



HOTEL TAX REVENUE COLLECTIONS

	FY 2018	FY 2019	FY 2020	FY 2021
October	\$994,738.35	\$957,177.43	\$1,910,541.94	\$564,525.69
November	\$261,497.61	\$1,093,090.87	\$907,611.04	\$835,295.37
December	\$1,439,506.71	\$1,258,838.76	\$1,071,848.41	\$1,561,573.61
January	\$1,147,835.84	\$2,146,438.44	\$2,398,153.25	\$2,172,149.69
February	\$868,465.85	\$2,000,321.38	\$2,592,786.77	\$1,859,912.40
March	\$1,289,277.20	\$2,486,688.86	\$2,552,521.11	\$4,536,601.91
April	\$1,249,488.33	\$2,621,154.66	\$1,832,488.73	\$4,643,522.06
May	\$1,769,047.76	\$1,949,182.27	\$466,559.79	\$3,604,529.04
June	\$1,726,973.52	\$1,316,980.33	\$147,583.84	\$4,453,954.29
July	\$1,159,695.06	\$1,659,202.19	\$710,668.88	
August	\$1,483,491.34	\$1,888,355.02	\$1,815,528.59	
September	\$1,216,388.68	\$1,120,485.45	\$1,286,343.96	
Total	\$14,606,406.25	\$20,497,915.66	\$17,692,636.31	\$24,232,064.06



74 %

- Fiscal Year 2021 up 74% compared to Fiscal Year 2020 YTD
- FY 2021 Total Estimated \$37M
- FY 2022 is expected to be on par with FY 2021, depending on the state of the pandemic

STR DATA

Year to Date - June 2021 vs June 2020						
	Occ %		ADR		RevPAR	
	2021	2020	2021	2020	2021	2020
US Virgin Islands	75.7	45.4	541.45	320.86	409.98	145.75
Caribbean	34.8	37.1	240.00	245.00	83.44	90.78

CRUISE STATS

Cruise Passenger Arrivals Jan- Dec 2020 = **442,027**



[St. Thomas/St. John Cruise Schedule](#)
(Crown Bay) – 76 anticipated cruise calls
through December 2021

[St. Thomas/St. John Cruise Schedule](#)
(WICO) – 134 anticipated cruise calls
through December 2021

[St. Croix Cruise Schedule](#) – 27
anticipated cruise calls through
December 2021

FY 2022 ESTIMATED TOURISM OPERATIONAL BUDGET

To support the initiatives and fiduciary responsibilities of the Department of Tourism, the Fiscal Year 2022 budget recommendation is \$25,715,632.

July – December 2021 will have an additional \$4M budgeted for marketing initiatives to ensure the USVI defends its current lead market position and investment in building brand awareness in the overnight and marine markets.



Thank You

Questions?

