

REVENUE ESTIMATING CONFERENCE

2022 Spring Revenue
Estimating Conference



AIR VISITOR ARRIVALS

Jan-Dec 2019
640,800

Jan-Dec 2020
419,247

Jan-Dec 2021
824,460



29% over 2019



97% over 2020

AVERAGE WEEKLY-AIR CAPACITY WINTER 2022



St. Croix

Flights=200+

St. Croix

Seats=6,500+



St. Thomas/St. John

Flights=345+

St. Thomas/St. John

Seats=21,000+

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:

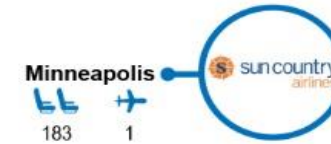
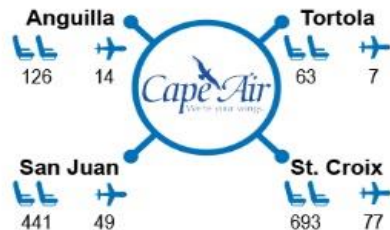
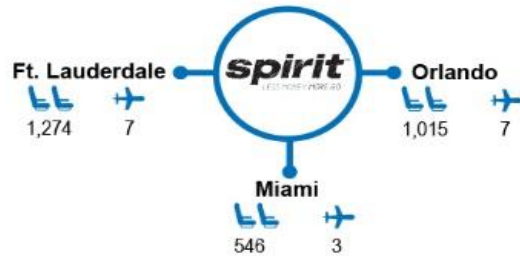
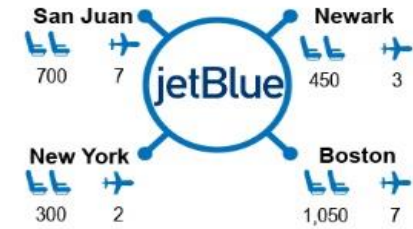
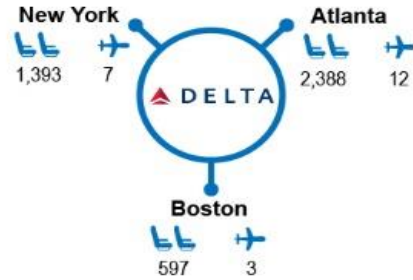
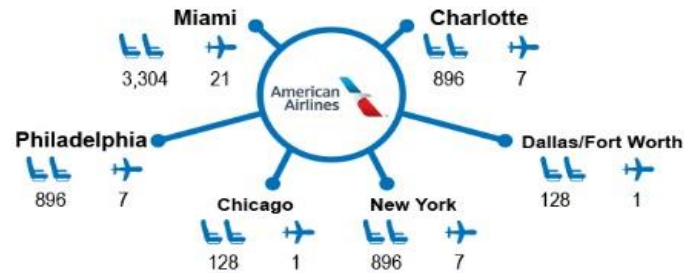
- Atlanta (ATL)
- Boston (BOS)
- Charlotte (CLT)
- Chicago O'Hare (ORD)
- Dallas/Fort Worth (DFW)
- Fort Lauderdale (FLL)
- Houston (IAH)
- Miami (MIA)
- Minneapolis-St. Paul (MSP)
- Orlando (MCO)
- Philadelphia (PHL)
- Puerto Rico (SJU)
- New York (JFK)
- Newark (EWR)
- Washington, D.C. (IAD)



St. Thomas

Air Capacity | Winter 2021-2022

✈️ Winter Weekly Flights	🛬 Winter Weekly Capacity
345	21,463

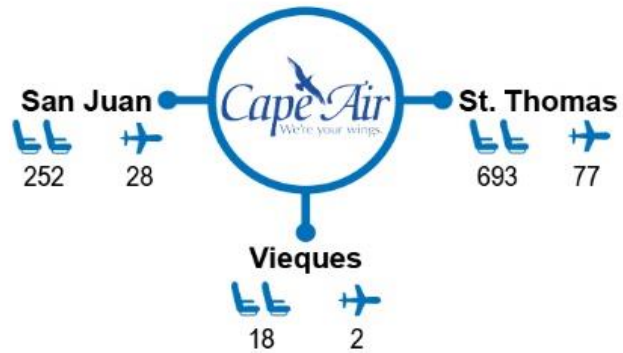
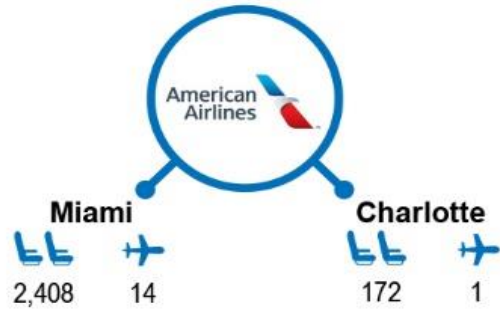


*Schedules subject to change

St. Croix

Air Capacity | Winter 2021-2022

✈️ Winter Weekly Flights	🛬 Winter Weekly Capacity
200	6,395



*Schedules subject to change

AIRLIFT

2021 Inbound air arrivals surpass all recorded airlift numbers recorded since 1990

- 2021 recorded 824,460 air arrivals, which is an increase of 3.5% over 2016. The second highest recorded year with 796.8K air arrivals
- 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 strong service from both American and Delta
- Incoming flights continue to remain full with airlines reporting strong load factors above 80% for Territory
- Traditional seasonality has been disrupted and Summer 2022 air arrival numbers are expected to remain strong territory-wide
- Regional airlift has increased but high demand for the USVI helps to maintain strong lift into the Territory

TRAVEL SCREENING PORTAL



- The USVI Travel Screening Portal has been updated and can be found on **WWW.USVITRAVELSCREENING.COM**
- Every traveler aged five or older, **including vaccinated travelers and U.S. citizen** who enters the USVI is required to use the Travel Screening Portal (TSP) and must receive clearance to travel.
- Beginning in March 2022, Domestic travelers who were vaccinated in the USVI and the US 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; however, proof of vaccination must be uploaded on the USVI Travel Screening Portal.
- **International travelers’ regulations remain the same.** Passengers 2yrs and older must show proof of a negative COVID-19 and/or a vaccination card. Restrictions vary for air and sea travel. All travel information and guidelines can be found on visitusvi.com or usviupdate.com.
- 2021, the TSP has processed over 1.1M submissions
 - 1,064,421 Air travelers
 - 37,796 Marine travelers

EXISTING ACCOMMODATIONS

	St. Croix	St. Thomas / St. John	# of Units
Traditional	987	1,800	2,600
Villas	300	600	900
Sharing Accommodations			4,700
Charter Yachts		200+	200+
Total	1,287	2,600	8,400+



ADDITIONAL ACCOMMODATIONS

Name	St. Croix	St. John	St. Thomas	Total	Schedule
Sugar Bay					N/A
Frenchman's Reef Marriott			384	384	2022
Noni Beach			94	94	2022
# of Units			478	478	



STR DATA

YTD 2021 vs 2020

Tab 2 - Multi-Segment: U.S. Virgin Islands DOT

US Virgin Islands DOT

For the month of: November 2021

	Year to Date - November 2021					
	Occ %		ADR		RevPAR	
	2021	2020	2021	2020	2021	2020
US Virgin Islands	69.2	46.1	464.49	294.08	321.45	135.52
Caribbean	42.7	30.4	222.79	220.33	95.03	67.08

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	\$4,020,979.44
August	\$1,483,491.34	\$1,888,355.02	\$1,815,528.59	\$3,175,829.12
September	\$1,216,388.68	\$1,120,485.45	\$1,286,343.96	\$3,592,408.65
Total	\$14,606,406.25	\$20,497,915.66	\$17,692,636.31	\$35,021,281.27



98 %

- **Fiscal Year 2021 up 98% compared to Fiscal Year 2020 YTD**
- **FY 2022 is expected to be on par with FY 2021, depending on the state of the pandemic**

REVENUE ESTIMATE SNAPSHOT

Agency Name



FY23 and FY24 Total Estimated Revenue

FY23: \$36,247,026.114

FY24: \$38,421,847.681

Revenue Summary

Highlight 1: Projected growth rate of 1.5% for FY 2022

Highlight 2: Projected growth rate of 3.5 % for FY 2023

Highlight 3: Projected growth rate of 6.0% for FY 2024

Highlight 4:

REVENUE BREAKDOWN

Revenue Category	Project Count (If Applicable)	Est. Revenue	Fiscal Year
Hotel Room Tax Collection		35,021,281.27	2021
Hotel Room Tax Collection		35,546,600.49	2022
Hotel Room Tax Collection		36,790,731.51	2023
Hotel Room Tax Collection		38,998,175.40	2024

CRUISE STATS

Cruise Passenger Arrivals Jan- Dec 2021 = **122,035**

USVI Cruise calls resumed July 2021 due to COVID-19



St. Thomas/St. John Cruise Schedule
(Crown Bay) – 117 cruise calls through December 2021

St. Thomas/St. John Cruise Schedule
(WICO) – 152 cruise calls through December 2021

St. Croix Cruise Schedule (AAMF) – 34 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 \$34,715,632.

We have asked for \$5M in additional funding for marketing and additional staffing which are needed 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 ?

