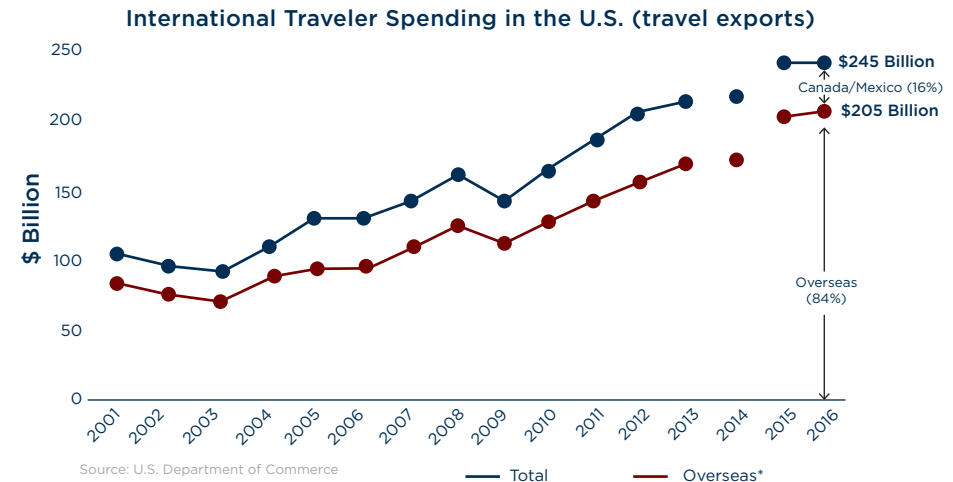


## International Traveler Spending in the U.S. – A \$245 billion U.S. Export.

1

Despite accounting for only half of total visits to the U.S. from abroad, overseas (long-haul) travelers are responsible for four-fifths of U.S. travel exports.

- Overseas visitors (travelers from all countries except Canada and Mexico) constitute only half of all visitations to the U.S., but are responsible for **84 percent** of travel exports.
  - \$205 billion** -> Overseas visitor spending (Travel Exports)<sup>1</sup>
  - \$245 billion** -> Total visitor spending (Travel Exports)
- The travel industry is very “export-intensive”, and the impact of spending by international visitors has grown over the past decade.
- Spending by international visitors accounted for about **15 percent** of total U.S. travel receipts in 2016. To put this into perspective, overall exports of goods and services accounted for less than **9 percent** of overall private sector output of the United States.



Due to methodological changes, data from 2015 and 2014 are not comparable to earlier years (or to each other).

2

After taking into account U.S. residents' spending abroad, the U.S. enjoys a large travel trade surplus of \$84 billion.

- \$245 billion** -> all travel spending (“travel exports”) by visitors to the U.S. in 2016 (including international passenger fares and spending on education and health, as well as spending by border/short-term workers).
- \$161 billion** -> all travel spending by U.S. residents abroad (“travel imports”),
- \$84 billion** -> positive travel trade balance, the highest of any industry
  - Without this travel trade surplus, the total U.S. trade deficit would have been **\$589 billion** in 2016, **17 percent** higher than its actual size.

### U.S. Travel Trade Statistics, 2015-2016

U.S. Travel Trade Statistics	2015 (\$ billion)	2016 (\$ billion)	% change
<b>U.S. Travel Exports</b>	<b>\$247.4</b>	<b>\$244.7</b>	<b>-1.1%</b>
Travel spending	\$158.2	\$153.8	-2.8%
Education-related	\$35.4	\$39.4	11.4%
Health-related	\$3.6	\$3.8	4.3%
Passenger fare receipts	\$42.0	\$38.8	-7.6%
Border/seasonal/short-term workers	\$8.3	\$9.0	8.5%
<b>Share of total U.S. exports (%)</b>	<b>10.9%</b>	<b>11.1%</b>	
<b>U.S. Travel Imports</b>	<b>\$150.2</b>	<b>\$160.8</b>	<b>7.1%</b>
<b>U.S. Travel Trade Balance</b>	<b>\$97.2</b>	<b>\$83.9</b>	<b>-13.7%</b>

Source: U.S. Department of Commerce

### U.S. Exports by Industry, 2016

Industry	2016 (\$ billion)
Total Exports of Goods and Services	\$2,208
1. Transportation Equipment	\$276
<b>2. Travel</b>	<b>\$245</b>
3. Computer and Electronics	\$202
4. Chemicals	\$185
5. Machinery (except electrical)	\$125

Source: U.S. Department of Commerce

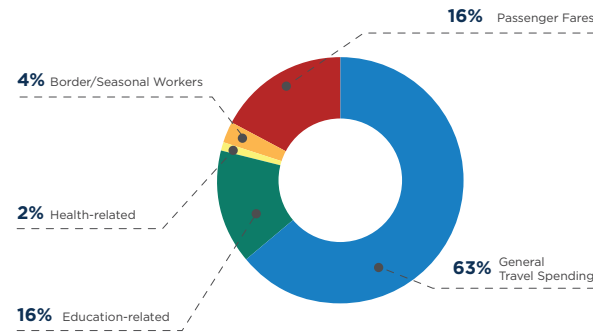
<sup>1</sup> Includes general travel spending, international passenger fares, as well as education and health-related spending, and spending by border/seasonal workers

## 3

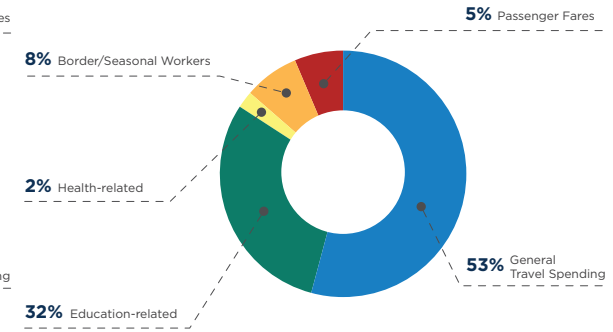
### General travel spending by international visitors to the U.S. comprise nearly two-thirds of overall travel exports.

- U.S. travel exports (spending by international visitors to the U.S.) consist of:
  - 63%** -> General travel spending on goods and services by international visitors in the U.S.
  - 16%** -> International passenger fare receipts on U.S. airlines
  - 21%** -> Education and health-related spending, and spending by border/seasonal workers.
- U.S. Travel imports (spending by U.S. residents abroad) consist mostly of general travel spending and passenger fares (**93%**), with relatively low spending on education (**5%**) and other categories (**2%**).
- As a result, education-related spending and spending by border/seasonal workers offer significant contributions of **32 and 8 percent**, respectively, to the U.S. overall travel trade surplus.

Composition of Travel Exports, 2016



Composition of Travel Trade Surplus, 2016



## 4

### Average spending by overall international visitors to the U.S., as well as overseas visitors, is considerably higher than that of U.S. residents spending abroad

- \$2,546** -> average travel spending (excludes education, health and cross-border workers) by all international visitors to the U.S.
  - \$1,436** -> average amount spent by U.S. travelers abroad
- \$4,361** -> average travel spending by overseas visitors to the U.S.
  - \$2,010** -> average amount spent by U.S. travelers overseas
- Visitors from all top-10 inbound markets, ranked by average spending, spend more than \$5,000 per visit to the U.S.<sup>3</sup>

Top 10 Origin Markets by Travel Spending on U.S. Visits, 2016

	Average spending by visitors in the U.S. (\$)	Average spending by U.S. travelers abroad (\$)
1. South Africa	7,326	2,562
2. Saudi Arabia	7,320	N/A
3. China	6,901	2,211
4. Nigeria	6,559	2,444
5. Australia	6,295	3,099

Source: U.S. Department of Commerce and U.S. Travel Association