

U.S. Department of Commerce  
International Trade Administration



National Travel and Tourism Office

# **2015** Market Profile: Central America



# 2015 Market Profile: Central America

## Visitation Trends (Arrivals)

[Thousands of Visitors]	2008	2009	2010	2011	2012	2013	2014 <sup>r</sup>	2015 <sup>1</sup>	Change 2015/2008
Total Arrivals	776	758	760	747	803	834	934	1,068	293
Percentage Change (%)	-1	-2	0	-2	7	4	12	14	38

## Spending Trends (Exports)

[Millions of U.S. Dollars]	2008	2009	2010	2011	2012	2013	2014	2015	Change 2015/2008
Total Travel and Tourism Exports <sup>2</sup>	-	-	-	-	-	-	-	-	-
Travel Receipts	-	-	-	-	-	-	-	-	-
Education Receipts	-	-	-	-	-	-	-	-	-
Other Business/Personal	No Data Available								
Health/Border/Seasonal	-	-	-	-	-	-	-	-	-
Passenger Fare Receipts	-	-	-	-	-	-	-	-	-
% Change in Total Exports	-	-	-	-	-	-	-	-	-

Note: Estimates of passenger fares, education and other business/personal travel spending will be available in October 2016.

## Information Sources Used for Trip Planning

Information Sources Used (multiple responses)	2014 (Percent)	2015 (Percent)	Point Change <sup>(3)</sup>
Airlines	53	58	4.5
Online Travel Agency	28	26	-1.8
Personal Recommendation	19	22	3.4
National/State/City Travel Office	18	19	1.4
Travel Agency Office	17	14	-3.3
Corporate Travel Dept.	8	9	1.2
Tour Operator/Travel Club	6	7	1.7
Travel Guides	4	6	2.0
Other	3	6	2.3

# 2015 Market Profile: Central America

## Main Purpose of Trip

Main Purpose of Trip	2014 (Percent)	2015 (Percent)	Point Change <sup>(3)</sup>
Vacation/Holiday	53	49	-3.8
Visit Friends/Relatives	23	25	1.9
Business	12	14	2.6
Convention/Conference/Trade Show	6	6	-0.8
Education	1.7	2.9	1.2
Health Treatment	2.0	2.2	0.2
Religion/Pilgrimages	0.1	0.3	0.2
Other	1.8	0.3	-1.5

## All Purposes of Trip

Purpose of Trip (multiple responses)	2014 (Percent)	2015 (Percent)	Point Change <sup>(3)</sup>
Vacation/Holiday	66	63	-3.1
Visit Friends/Relatives	39	44	4.5
Business	19	19	-0.6
Convention/Conference/Trade Show	9	9	0.1
Education	3	4	1.6
Health Treatment	3.2	2.4	-0.8
Religion/Pilgrimages	1.3	1.3	0.0
Other	2.2	0.5	-1.7
<b>NET PURPOSES OF TRIP:</b>			
Leisure & VFR	82	81	-1.5
Business & Convention	25	25	-0.3

# 2015 Market Profile: Central America

## Activity Participation While in the United States

Activity Participation While in the U.S. (multiple responses)	2014 (Percent)	2015 (Percent)	Point Change <sup>(3)</sup>
Shopping	92	93	0.7
Sightseeing	56	59	2.7
Experience Fine Dining	47	48	0.8
Amusement/Theme Parks	32	30	-2.3
National Parks/Monuments	18	26	7.8
Art Gallery/Museum	16	20	4.0
Historical Locations	15	18	2.8
Small Towns/Countryside	25	18	-7.1
Nightclubbing/Dancing	13	17	4.0
Cultural / Ethnic Heritage Sites	12	14	2.4
Sporting Event	14	12	-2.1
Concert/Play/Musical	9	11	2.5
Guided Tours	9	10	0.3
Casinos/Gamble	4	5	1.4
American Indian Communities	5	5	0.1
Water Sports	3	3	-0.1
Environ./Eco. Excursions	1.4	1.7	0.3
Snow Sports	3.9	1.6	-2.3
Camping/Hiking	1.1	1.5	0.4
Golfing/Tennis	2.9	1.4	-1.5
Hunting/Fishing	1.9	0.6	-1.3
Other	2.4	1.1	-1.3



# 2015 Market Profile: Central America

## Transportation Used in the United States

Transportation Types Used in United States (multiple responses)	2014 (Percent)	2015 (Percent)	Point Change <sup>(3)</sup>
Auto, Private or Company	48	47	-0.8
Rented Auto	39	36	-2.8
Air Travel between U.S. Cities	19	20	0.1
Taxicab/Limousine	18	17	-1.1
City Subway/Tram/Bus	14	13	-1.0
Bus between Cities	13	13	-0.6
Railroad between Cities	7	4	-2.2
Ferry/River Taxi/Srt Scenic Cruise	4	4	0.8
Cruise Ship/River Boat 1+ Nights	4	3	-0.7
Rented Bicycle/Motorcycle/Moped	1.1	1.0	-0.1
Motor Home/Camper	0.2	0.5	0.3

## Select Traveler Characteristics

Traveler Characteristics	2014	2015	Change <sup>(3)</sup>
Advance Trip Decision Time (mean days)	56	60	4.0
Advance Trip Decision Time (median days)	30	30	0.0
Prepaid Package	3	3	0.1
First International Trip to the U.S.	7	8	0.6
Length of Stay in U.S. (mean nights)	11.9	12.3	0.4
Length of Stay in U.S. (median nights)	7	7	0.0
Number of States Visited (% 1 state)	86	88	1.6
Average Number of States Visited	1.2	1.2	0.0
Hotel/Motel (% 1+ nights)	59	62	2.1
Average # of Nights in Hotel/Motel	5.8	6.2	0.4
Travel Party Size (mean # of persons)	1.5	1.5	0.0
Gender: % Male (among adults)	51	53	1.8
Household Income (mean average)	\$62,435	\$63,379	\$944
Household Income (median average)	\$40,000	\$40,000	\$
Average Age: Female (among adults)	39	40	1.5
Average Age: Male (among adults)	41	41	-0.3



# 2015 Market Profile: Central America

## U.S. Destinations Visited (States, Cities, and Regions)

Visitation to U.S. Destinations/Regions <sup>(3)</sup> (Multiple Responses)	Market Share 2014 (Percent)	Volume 2014 <sup>r</sup> (000)	Market Share 2015 (Percent)	Volume 2015 <sup>1</sup> (000)
<b>Regions</b>				
South Atlantic	55.99	523	55.13	589
<b>States</b>				
Florida	50.07	468	44.91	480
<b>Cities</b>				
Miami	38.99	364	33.97	363

- (1) 2015 arrivals and percent change reflect a combination of additional records counted and market conditions.
- (2) Total Travel & Tourism Exports = travel receipts (purchase of travel and tourism-related goods and services, to include food, lodging, recreation, gifts, entertainment, local transportation in the country of travel, and other items incident to a foreign visit) + passenger fare receipts (fares paid to U.S. air carriers for travel between the United States and foreign countries and between two foreign points).  
  
International standards now use a broader definition of travel than previously used, which includes education-related and health-related travel, as well as expenditures on goods and services by border, seasonal, and other short-term workers in the United States. For more information, please visit: <http://travel.trade.gov/pdf/restructuring-travel.pdf>
- (3) Percentage-point and percentage changes are based on non-rounded data.
- (4) Only census region, state, and city destinations having a sample size of 400 or more are displayed. Due to quarterly data weighting by country and port of entry, some unreported destinations may have a higher proportion of total than those reported.
- (-) Not available.
- (r) Estimate was revised.
- (p) Estimate is preliminary and subject to revision.
- Note: Estimate not shown due to sample size fewer than 400 for this year. This profile shows only a portion of the 37 travel attributes data reported on international arrivals to the United States. Additional information may be obtained for a fee. To learn more, please visit our website: <http://travel.trade.gov/research/index.html>

For a list of the states that comprise each census region, please visit: [http://travel.trade.gov/outreachpages/census\\_regions.html](http://travel.trade.gov/outreachpages/census_regions.html)

Interested in data for your destination? NTTO sells custom reports. To learn more, visit: <http://travel.trade.gov/research/programs/ifs/customized.html>

Source: U.S. Department of Commerce, ITA, National Travel & Tourism Office; Bureau of Economic Analysis

Publication Date: July 2016

# Survey of International Air Travelers

The Survey of International Air Travelers provides a level of detail and insight into the traveler characteristics and travel patterns of international visitors to and from the United States not found elsewhere. Responses are weighted with data from the Department of Homeland Security and the following thirty-seven tables are then populated. This report, which was constructed using just a fraction of the data available, summarizes what we know about the international traveler who visits the United States.

**Survey of International Air Travelers: Table Number and Description**

Table 1	Country of Residence	Table 20	Number of Destinations Visited
Table 2	Information Sources	Table 21	Transportation in the U.S.
Table 3	Advance Trip Decision	Table 22	Port of Entry
Table 4	Advance Airline Reservation	Table 23	Main Destination
Table 5	Means of Booking Air Trip	Table 24	U.S. Destinations Visited
Table 6	Advance Air Ticket Payment	Table 25	Leisure Activities
Table 7	Prepaid, Inclusive Tour Package	Table 26	Total Trip Expenditures
Table 8	Pre-Booked Lodging	Table 27	Itemized Trip Expenditures
Table 9	Travel Insurance Purchased	Table 28	Trip Payment Methods - Average
Table 10	Travel Companions	Table 29	Payment Methods- Frequency
Table 11	Travel Party Size	Table 30	Payment Methods - Expen.Weighted
Table 12	Main Purpose of Trip	Table 31	Factors in Airline Choice
Table 13	Purpose(s) of Trip	Table 32	Main Factor in Airline Choice
Table 14	Type of Accommodation	Table 33	Seating Area
Table 15	Nights in the U.S.	Table 34	Type of Airline Ticket
Table 16	Total Nights Away From Home	Table 35	Gender and Age of Travelers
Table 17	First Trip to the U.S.	Table 36	Occupation
Table 18	U.S. Trips Last 12 months	Table 37	Annual Household Income
Table 19	Number of States Visited		



# Interested in obtaining data for your organization?

One of the unique features of the Survey program is its 'data-mining' potential. The Survey research data, collected from the questionnaire, is maintained in a computer database. Therefore, customized reports, special tables and data files are available.

To learn more, go to: <http://travel.trade.gov/research/programs/ifs/index.html>

## For NTTO programs of interest visit:

<http://travel.trade.gov/research/index.html>

- Summary of International Travel to the United States (I-94)
- U.S. International Air Traveler Statistics (APIS, formerly I-92)
- Survey of International Air Travelers (SIAT)
- Canadian Statistics
- Forecast of International Arrivals to the United States
- U.S. Travel and Tourism Exports, Imports and the Balance of Trade
- U.S. Travel and Tourism Satellite Accounts

### **U.S. Department of Commerce**

International Trade Administration  
Industry & Analysis  
National Travel and Tourism Office  
1401 Constitution Ave, NW  
Washington, D.C. 20230  
Phone: (202) 482-0140  
Fax: (202) 482-2887  
[ntto@trade.gov](mailto:ntto@trade.gov)

# <http://travel.trade.gov>