

COVID-19 Impact and Recovery Report: US Target States Summary

Updated: February 9, 2021

This document provides a snapshot of the recovery situation in the 12 US states/territories/districts that traditionally have been Canada's most important markets. It has the following sections:

1. **Recovery Signals:** A comprehensive approach to understanding when travel is recovering based on data and analysis in partnership with Google, the travel industry, International Air Transport Association (IATA) and more. Destination Canada uses this information to estimate the stage of recovery of the market.
2. **Estimated Impacts on Travel to Canada:** The effects of COVID-19 on tourism revenue in Canada. This includes estimated spend inside the country but excludes spending on transportation to get to Canada.
3. **Methodological Notes:** An explanation of the methodologies in the different sections and relevant sources.

1. RECOVERY SIGNALS

In response to COVID-19, Destination Canada has established a framework and analytical approach to identify signals from consumer and industry behaviour to understand when, where and at what pace travel and tourism will resume. Destination Canada collaborated with partners in destination marketing, media, technology and travel to identify these indicators and signals. The framework has identified multiple phases of recovery, which aligns with user sentiment and intent to travel. The summary of the methodology and terms can be found in Section 3. Methodological Notes.

Destination Canada's Assessment of the US market:	III Inter-State	While many US states, territories and districts are gradually lifting restrictions on movement and travel, others' reopening plans are on pause or have been scaled back. That being said, most of Destination Canada's target states/territories in the US are now in inter-state phase. Movement within local areas and outside of state of residency is possible in most US states with following recommended safety measures. Residents are booking trips in other states; however, actual travel could take place in the near future or at a later date. Accordingly, Destination Canada assesses that the US as a whole is in the inter-state phase.
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Legend:  I COVID-19 Response  II Intra-State  III Inter-State  IV Tentative International  V Regularized International

Summary of current phase for each of the key US states:

	Travel Search Index	Accommodation Searches on OTA	Rate of Hotel Booking	Rate of Air Travel	Dining Search Index	Activities Search Index	Overall Assessment	General Trend (last 3 weeks) *	Restriction Level ^{1 to 6 *}	Interest in Travel to Canada *	Weekly New COVID Cases per 100,000
New York	III	II	II	I	III	III	II	Variable	Businesses mostly open	Very low	310.06
Michigan	IV	III	III	III	IV	III	III	Downward	Businesses mostly open	Low	105.61
Washington	IV	II	II	III	III	III	II	Flat	Businesses mostly open	Very low	112.27
California	III	I	III	I	I	I	III	Flat	Some businesses closed/Advised to stay home	Low	237.19
Ohio	IV	III	III	I	IV	IV	III	Variable	Businesses mostly open	Low	208.96
Pennsylvania	IV	III	III	I	III	III	III	Flat	Businesses mostly open	Low	211.69
Illinois	IV	II	III	I	III	IV	III	Flat	Businesses mostly open	Low	158.19
Texas	IV	II	III	III	IV	III	III	Variable	Businesses mostly open	Low	408.74
Massachusetts	II	II	II	II	III	III	II	Variable	Some businesses closed	Very low	288.85
Minnesota	IV	II	III	III	IV	III	III	Flat	Businesses mostly open	Low	111.9
New Jersey	IV	II	III	I	IV	III	III	Flat	Businesses mostly open	Very low	285.27
District of Columbia	I	II	II	I	I	I	II	Downward	Some businesses closed	Very low	164.79

Legend: I COVID-19 Response II Intra-State III Inter-State IV Tentative International V Regularized International

* Note: definitions of scales are provided in the methodology section.

2. ESTIMATED IMPACTS ON TRAVEL TO CANADA

As of February 4, 2021, based on data from payment cards, Statistics Canada, cancellations of previously planned trips, new bookings and forward-looking scheduled air capacity, Destination Canada estimates the economic impact from COVID-19 on Canada to be as outlined below.

Estimated Change in Tourism Export Revenue Compared to 2019 (\$M)

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
\$ change compared to 2019 (\$M)	-\$429.1	-\$418.2	-\$481.5	-\$812.6	-\$948.0	-\$1,167.4	-\$1,396.2	-\$1,324.3	-\$973.2	-\$522.0	-\$299.1	-\$318.4
% change	-97.3%	-97.8%	-95.5%	-94.6%	-89.5%	-86.2%	-84.1%	-81.8%	-80.6%	-67.0%	-50.9%	-47.8%

Source: Destination Canada Estimates (data as of February 4, 2021)

Estimated Change in Tourism Export Revenue Compared to 2019 by Province (\$M)

	CAN	BC	AB	SK	MB	ON	QC	NB	NS	PEI	NL	NORTH
Jan - Mar	-\$1,328.7	-\$435.9	-\$86.1	-\$8.0	-\$18.9	-\$469.6	-\$270.3	-\$9.5	-\$11.4	-\$3.6	-\$3.1	-\$12.3

Source: Destination Canada Estimates (data as of February 4, 2021)

In order to understand the impact of COVID-19 on the Canadian economy, Destination Canada has developed a series of models and scenarios. The graph below compares our estimated spend to two scenarios: **April, 2021 Re-Open** (where non-essential travel into Canada begins in April), and **October, 2021 Re-Open** (where non-essential travel into Canada begins in October).

Assessing the current trajectory of COVID-19 against these models allows Destination Canada and its partners to understand the speed and scale of recovery.

Estimated Tourism Spend versus April, 2021 Re-Open and October, 2021 Re-Open Scenarios, as of February 4, 2021 (\$M)



Source: Destination Canada Estimates, Tourism Economics Estimates

As Americans generally tend to book their travel to Canada closer to the time of departure, we do not currently have enough data to estimate spend past January, 2021. Destination Canada currently assesses that the estimated tourism spend in January and February will fall on par with both April and October, 2021 Re-Opening scenarios.

3. METHODOLOGICAL NOTES

Recovery Signals:

Destination Canada has developed a framework to understand the phases of recovery of the travel market. These phases are:

- I. **COVID-19 Response:** Residents are not searching for or booking trips within or outside of their state of residence.
- II. **Intra-State Travel:** Residents are booking trips within their state; however, actual travel could take place in the near future or at a later date.
- III. **Inter-State Travel:** Residents are booking trips in other states; however, actual travel could take place in the near future or at a later date.
- IV. **Tentative International Travel:** Some international bookings are occurring at reduced levels compared to 2019 but there are fluctuations in booking behaviours.
- V. **Regularized International Travel:** International bookings are occurring at levels that are stable.

Description of the Measures The Recovery Measures are listed in their order of importance in understanding travel behaviour, with the primary measures in black and supporting measures in dark grey. A brief description of each measure is provided below.

- **Travel Intent Search Index:** Google search engine queries for travel-related keywords in 2021 compared to 2019 searches, broken down by week (e.g. week of April 19, 2021 vs. week of April 19, 2019). Available for each market's intra-state/territorial and inter-state/territorial travel search terms.
- **Rate of Accommodation Searches:** Weekly searches in 2021 for accommodation on a major online travel agency (OTA) against a rate of 2019 weekly searches, broken down by week. Available for each market's intra-state/territorial, inter-state/territorial, international and Canada-specific accommodation searches. This is provided as a rate rather than a volume of searches.
- **Rate of Hotel Bookings:** Accommodation bookings in 2021 on a major OTA against a rate of 2019 bookings, broken down by week. Available for each market's intra-state/territorial, inter-state/territorial, international and Canada-specific accommodation bookings. This is provided as a rate rather than a volume of bookings.
- **Rate of Air Travel:** The volume of forward-looking 2021 air bookings by month from US states to Canadian provinces/territories versus 2019 air bookings, broken down by week. By comparing against the 2019 average of when travel was booked for and when it was booked, this establishes the amount of impact against each month of travel. When appropriate, this assessment is supplemented by analysis of the forward-looking planned air seat capacity within a country and to other countries.
- **Weekly New COVID-19 Confirmed Cases:** The weekly total of new confirmed COVID-19 cases, as provided by the European Centre for Disease Prevention and Control. Number of cases in the market and within other regions of Canada will likely be a determining factor for both governments allowing phased return of travel, as well as consumer confidence in traveling to a market.
- **Dining, Attractions & Events Search Index:** Google searches for dining, attraction and event-related keywords in 2021 compared to 2019 searches, broken down by week. Available for each market's intra-state/territorial, inter-state/territorial, international and Canada-specific dining, attraction, and event-related search terms. This is provided as an index rather than a volume of searches.
- **General Trend:** This measure provides clarity regarding stability of the Overall Assessment for each market based on the following criteria:
 - **Flat:** Indicates either no change or fluctuations equal to or less than 10% in the key primary measures, within the past three weeks.
 - **Upward:** Indicates an upward trend with an increase of more than 10% in the key primary measures, within the past three weeks.

- **Downward:** Indicates a downward trend with a decrease of more than 10% in the key primary measures, within the past three weeks.
- **Variable:** Indicates fluctuations in trend with a decrease and/or increase of more than 10% in the key primary measures, without a clear direction, within the past three weeks.
- **Restriction Level:** The state-level travel bans and restrictions, including businesses re-openings and recommended stay-at-home orders, as identified in [The New York Times](#), and/or states' official website.
- **Interest in Travel to Canada:** Destination Canada's assessment of Google travel search queries related to Canada.
 - **Very low:** Indicates the level of travel search queries is lower than or near to the lowest point right after the travel restriction was put in place.
 - **Low:** Indicates the level of travel search queries is in between very low and medium.
 - **Medium:** Indicates the level of travel search queries has been increasing since the lowest point right after the travel restriction was put in place but has not reached 2019 level yet.
 - **High:** Indicates the level of travel search queries is on par or greater than the 2019 level.

Sources:

- ¹ <https://www.nytimes.com/interactive/2020/us/states-reopen-map-coronavirus.html>
- ² <https://forward.ny.gov/>
- ³ <https://covid19.ca.gov/roadmap/>
- ⁴ <https://www.governor.pa.gov/process-to-reopen-pennsylvania/>
- ⁵ <https://mn.gov/covid19/for-minnesotans/stay-safe-mn/stay-safe-plan.jsp>
- ⁶ <https://coronavirus.dc.gov/reopendc>