

## KAUA'I COUNTY OVERVIEW

### VISITOR STATISTICS

|                                      | 2021P YTD* | 2020P YTD* | YTD % change | 2020P   | 2019      | % change 2020P/2019 |
|--------------------------------------|------------|------------|--------------|---------|-----------|---------------------|
| <b>TOTAL EXPENDITURES (\$mil) 1/</b> | 52.3       | 441.5      | N/A          | 501.9   | 1,909.0   | N/A                 |
| <b>VISITOR ARRIVALS</b>              | 26,469     | 281,681    | -90.6%       | 330,954 | 1,370,029 | -75.8%              |
| <b>PPPD SPENDING (\$) 1/</b>         | 147.6      | 200.1      | N/A          | 192.8   | 188.8     | N/A                 |
| <b>AVERAGE DAILY CENSUS</b>          | 3,936      | 24,243     | -83.8%       | 8,056   | 27,695    | -70.9%              |

P = Preliminary data. N/A = Not Available.

\*Year-to-date through March

1/ First quarter 2021 visitor spending statistics were from U.S. West, U.S. East, Japan, and Canada (Canada data were only available for January and February).

Spending data for visitors from the other markets were not available due to limited samples.

2020P visitor spending statistics were from U.S. West and U.S. East (for January-March, November and December 2020). Spending data for Japan, Canada, Other Asia, Oceania, Europe, Latin America

were only available from January - March 2020. Spending data for other months were not available due to limited samples.

### AIR LIFT

| LĪHU'E                       | 2021P YTD* | 2020P YTD* | YTD % change | 2020P   | 2019    | % change 2020P/2019 |
|------------------------------|------------|------------|--------------|---------|---------|---------------------|
| <b>DOMESTIC SEATS</b>        | 33,648     | 212,198    | -84.1%       | 308,551 | 963,145 | -68.0%              |
| <b>INTERNATIONAL SEATS</b>   | 0          | 14,442     | -100.0%      | 14,442  | 35,490  | -59.3%              |
| <b>TOTAL SEATS</b>           | 33,648     | 226,640    | -85.2%       | 322,993 | 998,635 | -67.7%              |
| <b>DOMESTIC FLIGHTS</b>      | 184        | 1,214      | -84.8%       | 1,760   | 5,534   | -68.2%              |
| <b>INTERNATIONAL FLIGHTS</b> | 0          | 83         | -100.0%      | 83      | 205     | -59.5%              |
| <b>TOTAL FLIGHTS</b>         | 184        | 1,297      | -85.8%       | 1,843   | 5,739   | -67.9%              |

Source: Dīo Mii schedules

\*Year-to-date through March

### TRANSIENT ACCOMMODATIONS TAX (TAT) TO KAUA'I COUNTY

|                     | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 |
|---------------------|---------|---------|---------|---------|---------|---------|
| <b>TAT (\$mill)</b> | 14.9    | 14.9    | 14.9    | 14.9    | 14.9    | 14.9    |

Note: Kaua'i receives 14.5% of the TAT revenues distributed to the counties.

### HOTEL PERFORMANCE

| KAUA'I COUNTY                     | 2021P YTD* | 2020P YTD* | YTD % change | 2020P    | 2019     | % change 2020/2019 |
|-----------------------------------|------------|------------|--------------|----------|----------|--------------------|
| <b>OCCUPANCY</b>                  | 25.2%      | 68.8%      | -43.6%       | 33.0%    | 72.8%    | -39.7%             |
| <b>AVERAGE DAILY RATE</b>         | \$185.85   | \$315.30   | -41.1%       | \$261.98 | \$282.67 | -7.3%              |
| <b>REVENUE PER AVAILABLE ROOM</b> | \$46.83    | \$216.78   | -78.4%       | \$86.50  | \$205.65 | -57.9%             |

Source: STR, Inc.

\*Year-to-date through March

### VACATION RENTAL PERFORMANCE

| KAUA'I COUNTY                  | 2021P YTD* | 2020P YTD* | YTD % change | 2020P    | 2019      | % change 2020/2019 |
|--------------------------------|------------|------------|--------------|----------|-----------|--------------------|
| <b>UNIT SUPPLY</b>             | 281,034    | 359,353    | -21.8%       | 877,346  | 1,323,284 | -33.7%             |
| <b>UNIT OCCUPANCY</b>          | 21.3%      | 73.3%      | -71.0%       | 41.5%    | 75.2%     | -44.9%             |
| <b>UNIT AVERAGE DAILY RATE</b> | \$306.00   | \$303.36   | 0.9%         | \$297.14 | \$376.19  | -21.0%             |

Source: Transparent Intelligence, Inc.