

MAUI COUNTY OVERVIEW

VISITOR STATISTICS

MAUI ISLAND	2021P YTD*	2020P YTD*	YTD % change	2020P	2019	% change 2020P/2019
TOTAL EXPENDITURES (\$mil) 1/	669.1	1,192.6	N/A	1,502.7	5,128.0	N/A
VISITOR ARRIVALS	330,283	603,188	-45.2%	791,660	3,059,905	-74.1%
PPPD SPENDING (\$1/)	206.9	228.6	N/A	217.3	211.7	N/A
AVERAGE DAILY CENSUS	35,938	57,318	-37.3%	20,591	66,363	-69.0%

MOLOKA'I	2021P YTD*	2020P YTD*	YTD % change	2020P	2019	% change 2020P/2019
TOTAL EXPENDITURES (\$mil) 2/	N/A	10.8	N/A	10.8	36.0	N/A
VISITOR ARRIVALS	3,477	14,290	-75.7%	16,964	63,035	-73.1%
PPPD SPENDING (\$) 2/	N/A	136.3	N/A	108.6	126.0	N/A
AVERAGE DAILY CENSUS	354	867	-59.2%	324	783	-58.6%

LĀNA'I	2021P YTD*	2020P YTD*	YTD % change	2020P	2019	% change 2020P/2019
TOTAL EXPENDITURES (\$mil) 2/	N/A	18.7	N/A	18.7	128.9	N/A
VISITOR ARRIVALS	5,148	14,872	-65.4%	17,970	84,103	-78.6%
PPPD SPENDING (\$) 2/	N/A	323.1	N/A	256.2	478.8	N/A
AVERAGE DAILY CENSUS	343	635	-45.9%	227	738	-69.2%

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

*Year-to-date through March

1/ First quarter 2021 Maui 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.

2/ First quarter 2021 visitor spending statistics for Molokai and Lanai were not available due to limited samples.

2020P visitor spending statistics for Maui, Molokai and Lanai 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.

Source: Hawaii Tourism Authority

AIR LIFT

KAHULUI	2021P YTD*	2020P YTD*	YTD % change	2020P	2019	% change 2020P/2019
DOMESTIC SEATS	541,750	638,103	-15.1%	1,015,080	2,672,036	-62.0%
INTERNATIONAL SEATS	6,546	79,210	-91.7%	87,086	223,644	-61.1%
TOTAL SEATS	548,296	717,313	-23.6%	1,102,166	2,895,680	-61.9%
DOMESTIC FLIGHTS	2,792	3,233	-13.6%	5,246	14,728	-64.4%
INTERNATIONAL FLIGHTS	26	367	-92.9%	397	1,138	-65.1%
TOTAL FLIGHTS	2,818	3,600	-21.7%	5,643	15,866	-64.4%

Source: Diiio Mii schedules

*Year-to-date through March

TRANSIENT ACCOMMODATIONS TAX (TAT) TO MAUI COUNTY

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
TAT (\$mill)	23.4	23.4	23.4	23.4	23.4	23.4

Note: Maui County receives 22.8% of the TAT revenues distributed to the counties.

HOTEL PERFORMANCE

COUNTY OF MAUI	2021P YTD*	2020P YTD*	YTD % change	2020	2019	% change 2020/2019
OCCUPANCY	34.3%	67.7%	-33.4%	33.9%	77.7%	-43.8%
AVERAGE DAILY RATE	\$456.85	\$465.60	-1.9%	\$414.26	\$401.10	3.3%
REVENUE PER AVAILABLE ROOM	\$156.68	\$315.30	-50.3%	\$140.42	\$311.61	-54.9%

Source: STR, Inc.

*Year-to-date through March

VACATION RENTAL PERFORMANCE

COUNTY OF MAUI	2021P YTD*	2020P YTD*	YTD % change	2020	2019	% change 2020/2019
UNIT SUPPLY	722,918	783,450	-7.7%	2,090,812	3,126,890	-33.1%
UNIT OCCUPANCY	52.7%	80.4%	-34.4%	42.4%	79.0%	-46.3%
UNIT AVERAGE DAILY RATE	\$281.76	\$309.24	-8.9%	\$292.68	\$343.07	-14.7%

Source: Transparent Intelligence, Inc.