

travel
PORTLAND

OBTA/ MARKET CONDITIONS

Steve Faulstick
Executive VP of Convention
& International Tourism Sales
Travel Portland

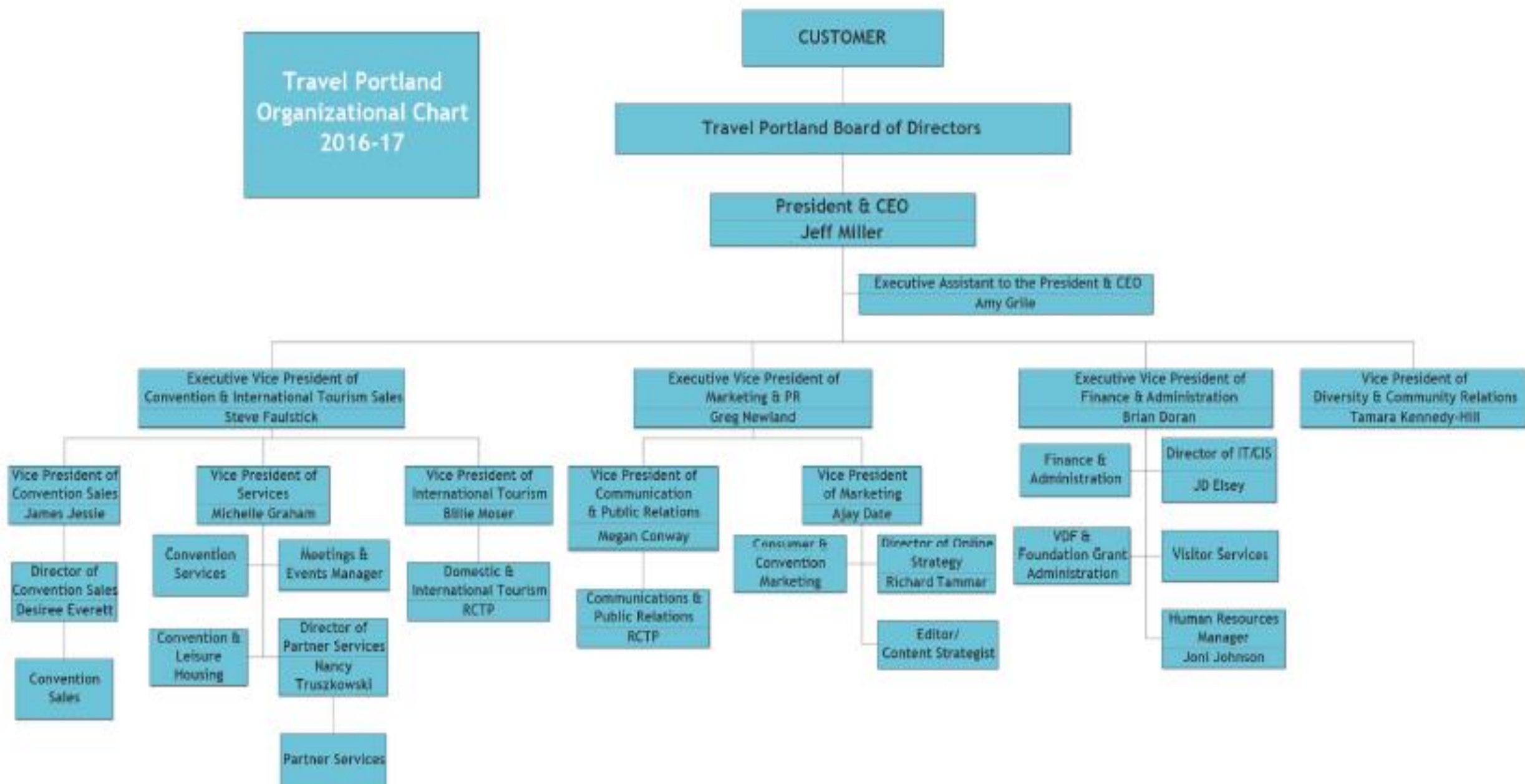


The mission of Travel Portland is to strengthen the region's economy by marketing the metropolitan Portland region as a preferred destination for meetings, conventions and leisure travel.

A private non-profit destination marketing organization with more than 750 partner businesses, Travel Portland operates a busy visitor information center, supports a climate of year-round hospitality, and helps our city, state and region reap the rewards of a thriving visitor industry.

Learn more about the city's convention and visitors bureau and destination marketing organization.

Travel Portland
Organizational Chart
2016-17



		Year to Date - December 2016 vs December 2015												Participation
		Occ %		ADR		RevPAR		Percent Change from YTD 2015						Rooms
		2016	2015	2016	2015	2016	2015	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Sample
Downtown / CBD														
Denver Downtown		75.8	76.4	183.77	179.71	139.35	137.26	-0.7	2.3	1.5	6.3	4.7	3.9	10169
Seattle CBD, WA		82.1	82.1	202.09	195.47	165.89	160.50	-0.0	3.4	3.4	5.3	1.9	1.8	13105
Salt Lake Downtown+		67.9	69.5	131.37	128.66	89.17	89.48	-2.4	2.1	-0.3	-0.4	-0.1	-2.5	6689
San Diego CBD, CA		80.1	79.7	199.57	194.48	159.91	155.07	0.5	2.6	3.1	6.1	2.9	3.4	15888
Phoenix Central, AZ		66.4	67.8	152.22	149.99	101.05	101.68	-2.1	1.5	-0.6	2.4	3.1	0.9	8223
Albuquerque CDB+		61.0	60.5	92.40	90.40	56.36	54.67	0.9	2.2	3.1	2.7	-0.4	0.5	2615
Austin CBD, TX		76.5	77.5	217.96	214.89	166.75	166.58	-1.3	1.4	0.1	13.3	13.2	11.7	8969
Pittsburgh CBD+		67.7	71.0	153.73	155.83	104.06	110.65	-4.7	-1.4	-6.0	-6.0	0.0	-4.7	5501
Sacramento Downtown+		72.6	73.1	128.58	120.90	93.39	88.41	-0.7	6.4	5.6	5.8	0.2	-0.5	3659
San Francisco Market St, CA		85.7	84.9	256.90	251.04	220.16	213.20	0.9	2.3	3.3	4.8	1.5	2.4	16090
Anaheim - Disneyland, CA		81.9	81.5	172.86	167.56	141.61	136.52	0.5	3.2	3.7	8.4	4.5	5.0	14547
Long Beach, CA		76.7	75.8	145.63	136.46	111.64	103.39	1.2	6.7	8.0	8.0	0.0	1.2	5016
Vancouver, BC Downtown		79.3	77.2	165.01	155.15	130.79	119.74	2.7	6.4	9.2	9.2	-0.0	2.7	9954
Portland Central City+		81.4	80.3	182.45	179.39	148.50	144.11	1.3	1.7	3.0	5.4	2.3	3.6	7529
Markets														
Seattle, WA		75.8	76.2	153.65	148.60	116.53	113.19	-0.4	3.4	2.9	5.5	2.4	2.0	39369
Austin, TX		72.3	73.8	138.85	134.63	100.40	99.33	-2.0	3.1	1.1	7.6	6.4	4.3	33190
Reno, NV		62.9	59.3	109.97	104.26	69.19	61.84	6.1	5.5	11.9	12.7	0.8	6.9	4294
San Jose/Campbell, CA		78.3	77.6	184.32	171.04	144.38	132.78	0.9	7.8	8.7	5.1	-3.4	-2.5	8017
Spokane, WA		61.8	62.6	101.09	99.68	62.49	62.43	-1.3	1.4	0.1	6.7	6.6	5.2	6900
Vancouver, BC		77.4	74.8	133.06	126.11	102.97	94.31	3.5	5.5	9.2	9.6	0.3	3.8	20872
Portland Market+		76.7	75.6	136.96	131.02	105.00	99.05	1.4	4.5	6.0	6.2	0.2	1.6	22530
San Francisco/San Mateo, CA		84.3	84.4	230.85	222.37	194.55	187.70	-0.2	3.8	3.6	4.5	0.9	0.7	43672

		Smith Travel Research Historical Trends							
Portland Central City (1999- 2016)									
								1/23/2017	
Year	Month	Occupancy	Room Rate	RevPar	Supply	Demand	Revenue	Properties	Rooms
1999	Total Year	67.2%	\$108.06	\$72.59	1,916,720	1,287,634	\$139,137,106	32	5,582
2000	Total Year	65.7%	\$107.29	\$70.46	1,963,335	1,289,356	\$138,329,087	30	5,379
2001	Total Year	61.6%	\$103.97	\$64.09	2,061,783	1,271,013	\$132,145,284	33	5,826
2002	Total Year	61.9%	\$100.45	\$62.22	2,099,058	1,300,082	\$130,599,421	32	5,913
2003	Total Year	62.3%	\$99.88	\$62.23	2,158,245	1,344,529	\$134,297,065	32	5,913
2004	Total Year	68.1%	\$101.25	\$68.94	2,072,835	1,411,422	\$142,891,218	30	5,679
2005	Total Year	73.3%	\$107.83	\$79.00	2,072,835	1,518,690	\$163,753,336	30	5,679
2006	Total Year	74.6%	\$116.01	\$86.48	2,072,835	1,545,121	\$179,254,655	30	5,679
2007	Total Year	76.2%	\$126.41	\$96.38	2,072,835	1,580,418	\$199,773,144	30	5,679
2008	Total Year	73.5%	\$133.67	\$98.21	2,081,454	1,529,323	\$204,422,194	31	6,019
2009	Total Year	68.8%	\$119.25	\$82.04	2,267,320	1,559,791	\$186,009,457	32	6,276
2010	Total Year **	71.7%	\$120.56	\$86.45	2,482,984	1,780,541	\$214,662,437	37	6,809
2011	Total Year	74.3%	\$125.96	\$93.60	2,498,515	1,856,664	\$233,861,480	38	6,863
2012	Total Year **	76.1%	\$133.81	\$101.78	2,609,020	1,984,538	\$265,556,304	42	7,195
2013	Total Year	78.7%	\$143.65	\$113.07	2,607,920	2,052,767	\$294,885,607	41	7,144
2014	Total Year	80.2%	\$160.03	\$128.42	2,648,788	2,125,570	\$340,145,898	41	7,198
2015	Total Year	80.3%	\$179.39	\$144.12	2,660,405	2,137,326	\$383,407,125	42	7,369
2016	Total Year	81.4%	\$182.45	\$148.50	2,721,109	2,214,802	\$404,082,214	43	7,573
	2016 ranking	(1)	(1)	(1)	(1)	(1)	(1)	(2)	(1)
% of change 2016 vs		1.4%	1.7%	3.0%	2.3%	3.6%	5.4%	2.4%	2.8%
% of change 2016 vs		21.1%	68.8%	104.6%	42.0%	72.0%	190.4%	34.4%	35.7%

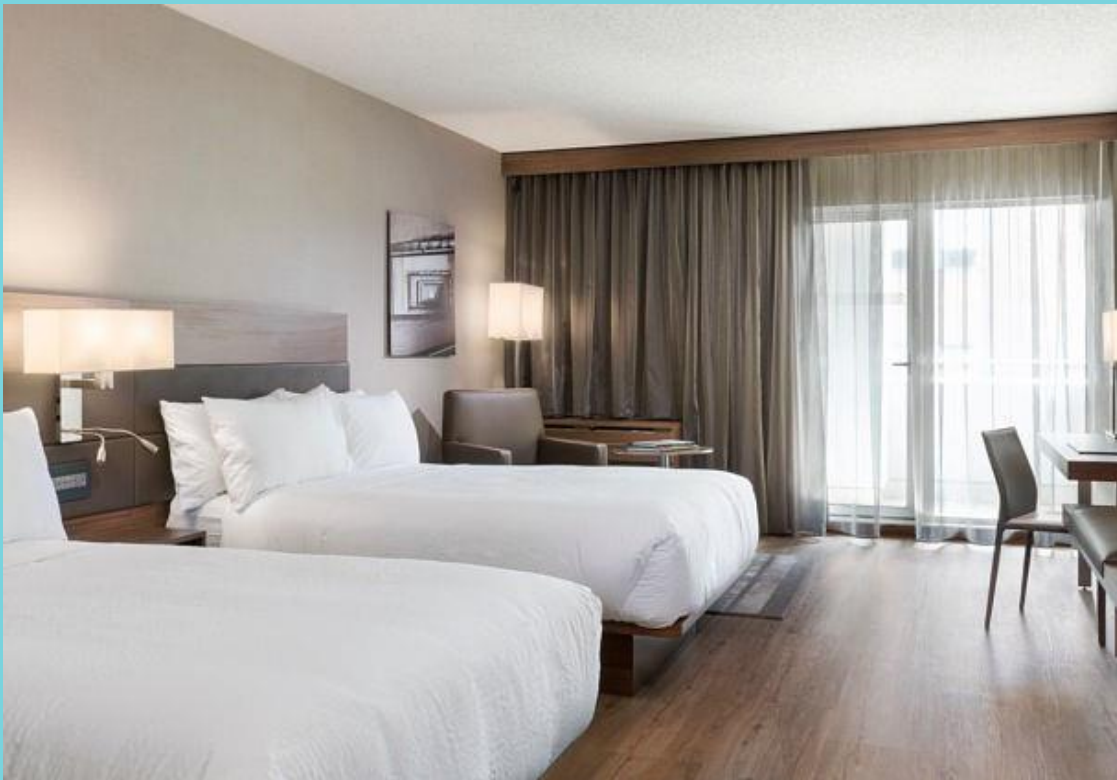


UPCOMING HOTELS

OF ROOMS

15	AC Hotel by Marriott (open)	204
16	Canopy by Hilton - Pearl District (March 2018)	153
17	Cornelius/Woodlark Hotel (March 2018)	150
18	Grove Hotel (December 2017)	112
19	Hampton Inn Pearl District (July 2017)	243
20	Harlow Hotel (TBD)	24
21	Hi-Lo Autograph Collection by Marriott (April 2017)	120
22	Hyatt Regency Hotel Oregon Convention Center (Dec. 2019)	600
23	Hyatt House Portland/Downtown (open)	203
24	Jupiter Hotel (expansion) (December 2017)	67
25	The Lotus (TBD)	200
26	Porter by Hilton, Curio Collection by Hilton (Dec. 2017)	299
27	RadissonRed (March 2018)	190
28	Toyoko Inn (TBD)	300
29	Worldmark by Wyndham (January 2018)	67

AC Hotel by Marriott



HI-LO Hotel





Porter by Hilton

Woodlark Hotel



Current



Canopy by Hilton



Pearl Hampton Inn and Suites



Construction begins this year on the Hyatt Regency Portland at OCC

The Hyatt Regency Portland at the Oregon Convention Center will:

- Strengthen the regional economy
- Firmly establish Portland as a destination for people and ideas from around the globe

Hyatt Regency Portland Design



Design – the site



Project schedule

End of April 2017 – Bond Issuance

Mid May 2017 – Closing

May 2017 – Begin site prep, abatement and demo

July 2017 – Construction begins

September 2019 – Hyatt inspection/handover

December 2019 – Hyatt Regency Portland Grand Opening

Toronto Star Op-ed may be indicative of international sentiment

Sections

thestar.com

Opinion • Commentary

Time to boycott vacations to the U.S.

There's no need to start a campaign. Just make a personal decision to avoid the United States whenever you can as long as the cruelty persists.

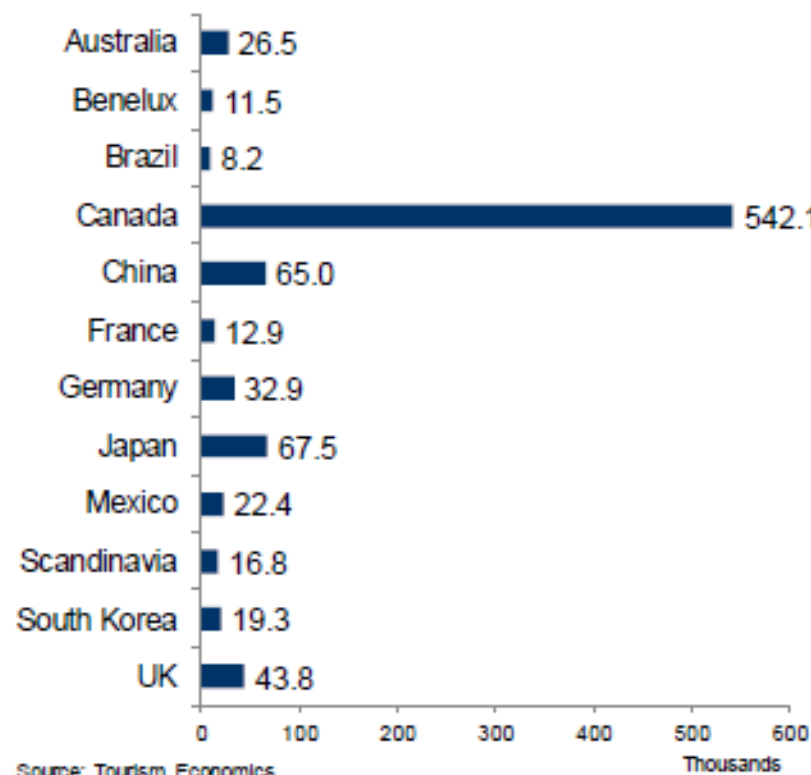


“It’s not a terrible sacrifice. Wait four years. We can hope the Trump presidency will then be over. The Grand Canyon will still be there. The Golden Gate Bridge. Mount Rushmore. Disney World. They’ll all be there.”

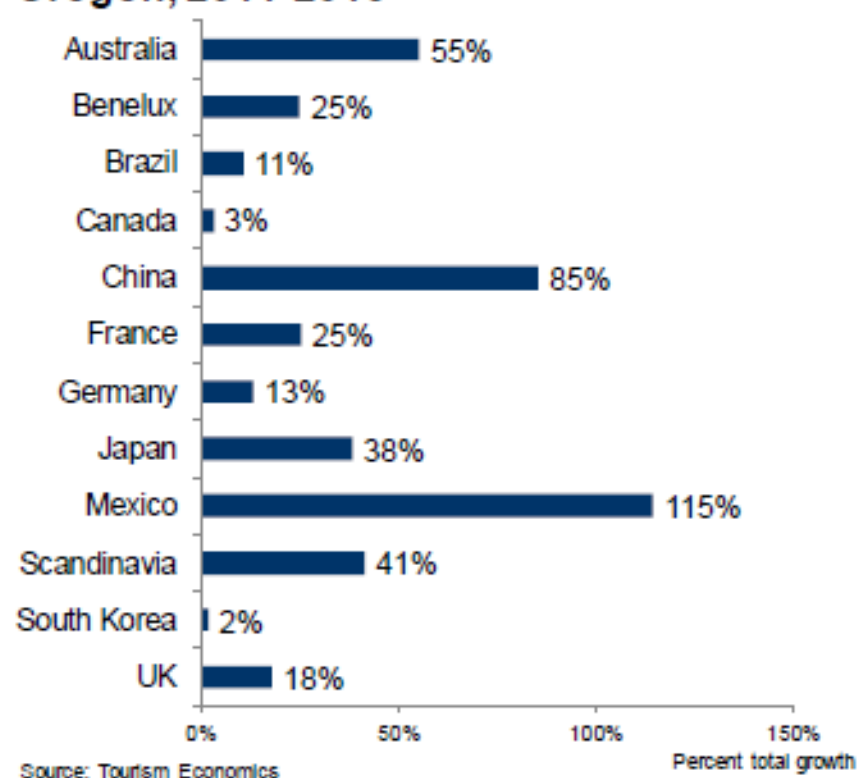
Over half of all visitors are from Canada

Strong growth in visits from Australia, China, and Mexico

Visits from major markets in Oregon, 2016

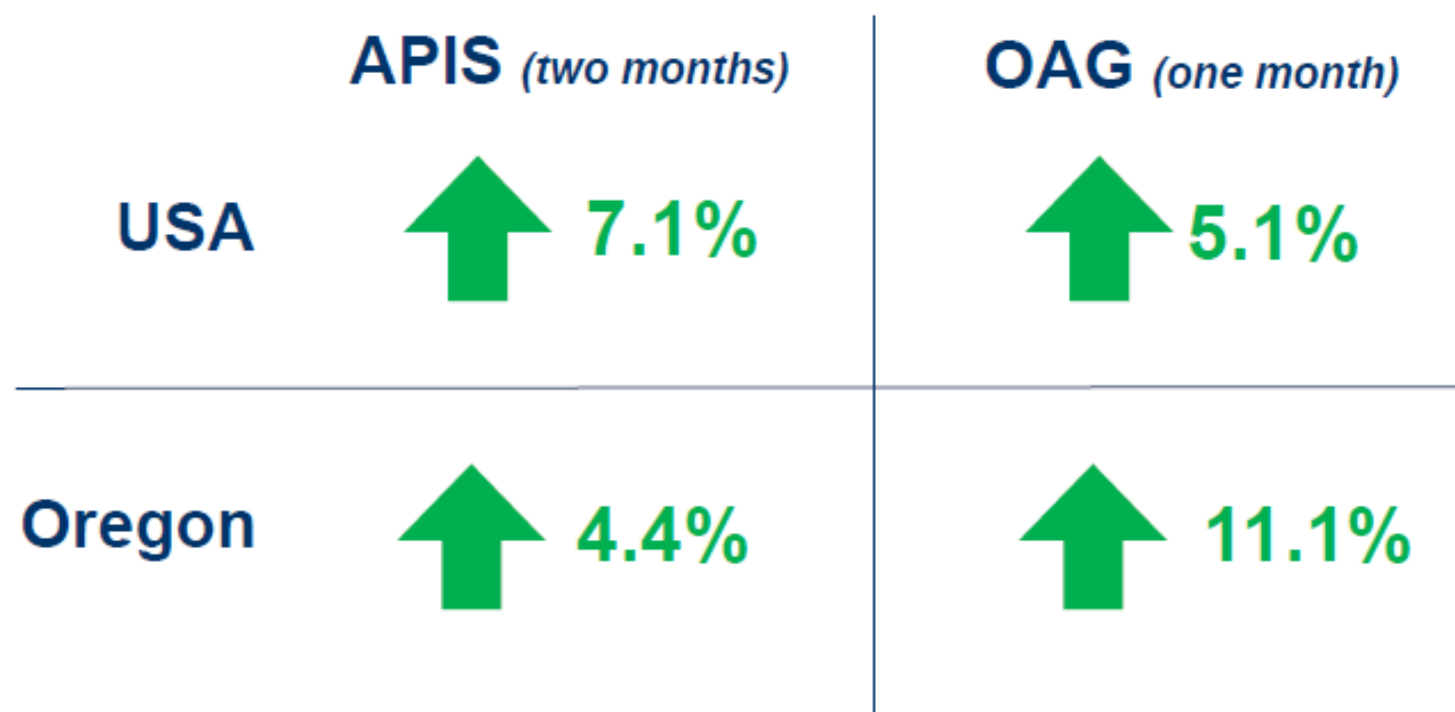


Visits growth from major markets in Oregon, 2011-2016



Good news!

No downturn in arrivals as of yet, the YTD numbers are quite strong



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