

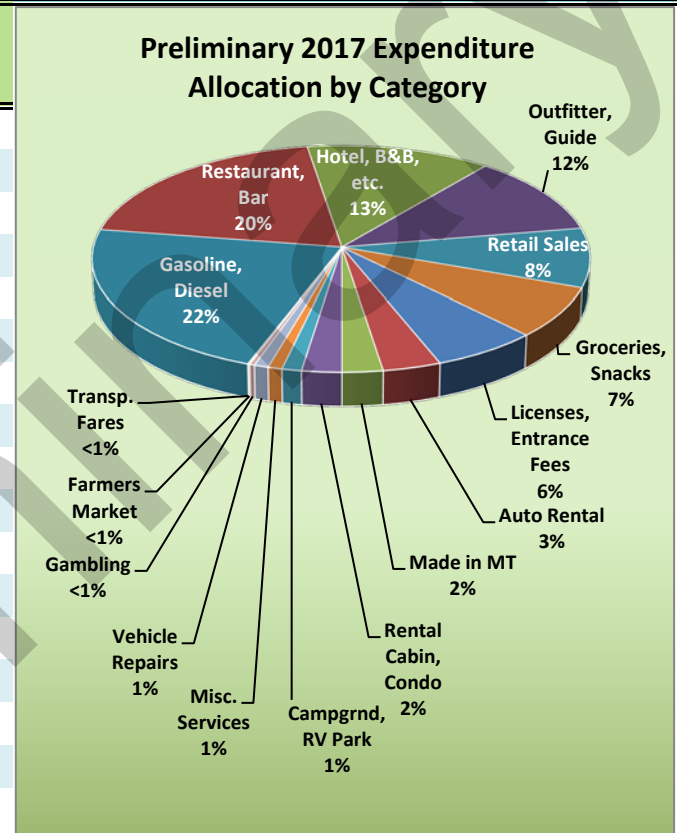
PRELIMINARY 2017 Montana Nonresident Traveler Expenditures

PRELIMINARY 2017 Contribution of Nonresident Traveler Expenditures to Montana's Economy

- In 2017, nonresident visitors to Montana spent an estimated \$3.29 billion in the state. (See Table 1, below)
- This \$3.29 billion in local spending directly supports \$2.81 billion of economic activity in the state, and supports an additional \$1.89 billion of economic activity, indirectly. (see Table 2, below)
- The estimated total contribution of nonresident spending to Montana's economy was \$4.70 billion in 2017.

Table 1 - PRELIMINARY 2017 Nonresident Traveler Expenditures¹

Expenditure Category	Average Daily Per Group ^{2,3}	Allocation by Category	Total Expenditures ^{2,4}
Gasoline, Diesel	\$28.07	22%	\$722,610,000
Restaurant, Bar	\$25.69	20%	\$658,420,000
Hotel, B&B, etc.	\$16.83	13%	\$432,520,000
Outfitter, Guide	\$14.91	12%	\$379,720,000
Retail Sales	\$10.85	8%	\$277,310,000
Groceries, Snacks	\$9.21	7%	\$236,730,000
Licenses, Entrance Fees	\$8.28	6%	\$206,680,000
Auto Rental	\$4.42	3%	\$112,500,000
Made in MT	\$3.09	2%	\$78,680,000
Rental Cabin, Condo	\$3.00	2%	\$76,890,000
Campground, RV Park	\$1.47	1%	\$37,770,000
Misc. Services	\$1.08	1%	\$27,230,000
Vehicle Repairs	\$1.06	1%	\$27,500,000
Gambling	\$0.38	<1%	\$9,620,000
Farmers Market	\$0.13	<1%	\$3,420,000
Transportation Fares	\$0.02	<1%	\$490,000
Estimated Total	\$128.48		\$3,288,090,000



¹Spending data are gathered from nonresident travelers intercepted at airports, gas stations, and rest areas in MT.

²Data are collected quarterly. Therefore, avg. daily expenditures are weighted averages of quarterly figures. ³Expenditures may appear lower than typical costs in these categories because they are averaged across all visitor groups. ⁴Expenditure category totals may not add to year total due to rounding.

Table 2 - PRELIMINARY 2017 Economic Impact	Direct	Indirect	Induced	Combined
Industry Output	\$2,808,780,000	\$907,100,000	\$980,980,000	\$4,696,860,000
Employment (# of jobs)	38,760	6,350	8,130	53,240
Employee Compensation	\$887,810,000	\$200,420,000	\$261,540,000	\$1,349,770,000
Proprietor Income	\$122,060,000	\$52,960,000	\$42,550,000	\$217,570,000
Other Property Type Income	\$365,400,000	\$169,390,000	\$179,070,000	\$713,860,000
State & Local Taxes				\$204,360,000

Direct impacts result from nonresident traveler purchases of goods and services; **Indirect impacts** result from purchases made by travel-related businesses; and **Induced impacts** result from purchases by those employed in travel-related occupations.

Industry Output is the value of goods & services produced by an industry which nonresidents purchase. **Employment** is full- and part-time average annual jobs. **Other Property Type Income** consists of payments for rents, royalties and dividends.

PRELIMINARY 2017 Montana Nonresident Traveler Quarterly Travel Comparison

	Quarter 1 (Jan-Mar)	Quarter 2 (Apr-Jun)	Quarter 3 (Jul-Sep)	Quarter 4 ('16) (Oct-Dec)	Year Total ¹ 2017prelim
Visitation & Length of Stay					
Nonresident Visitors	1,476,000	3,362,000	5,635,000	1,748,000	12,221,000
% of Total	12%	28%	46%	14%	100%
Nonresident Travel Groups	713,000	1,528,000	2,329,000	866,000	5,436,000
% of Total	13%	28%	43%	16%	100%
Group Size (people per group)	2.07	2.18	2.42	1.98	2.24
Length of Stay (nights)	3.90	4.02	5.58	4.36	4.73
Expenditure Category^{2,3} (Average Daily per Group)	Quarter 1	Quarter 2	Quarter 3	Quarter 4 ('16)	Year Total¹
Gasoline, Diesel	\$25.69	\$29.35	\$28.03	\$28.25	\$28.07
Restaurant, Bar	\$28.69	\$24.06	\$26.57	\$22.67	\$25.69
Hotel, B&B, etc.	\$22.14	\$18.13	\$15.61	\$15.03	\$16.83
Outfitter, Guide	\$6.15	\$8.23	\$19.07	\$17.02	\$14.91
Retail Sales	\$8.63	\$8.50	\$11.85	\$12.48	\$10.85
Groceries, Snacks	\$7.77	\$9.01	\$9.94	\$8.11	\$9.21
Licenses, Entrance Fees	\$23.18	\$4.75	\$3.93	\$16.41	\$8.28
Auto Rental	\$6.85	\$3.59	\$4.30	\$4.11	\$4.42
Made in MT	\$2.54	\$2.19	\$3.32	\$3.98	\$3.09
Rental Cabin, Condo	\$3.21	\$2.69	\$3.50	\$1.58	\$3.00
Campground, RV Park	\$0.12	\$1.06	\$2.27	\$0.38	\$1.47
Misc. Services	\$3.47	\$1.07	\$0.62	\$0.78	\$1.08
Auto Repair	\$0.48	\$1.45	\$0.93	\$1.37	\$1.06
Gambling	\$0.71	\$0.30	\$0.33	\$0.40	\$0.38
Farmers Market	\$0.00	\$0.10	\$0.21	\$0.02	\$0.13
Transportation Fares	\$0.08	\$0.00	\$0.00	\$0.07	\$0.02
	\$139.70	\$114.48	\$130.48	\$132.66	\$128.48
Total Expenditures	\$388,620,000	\$703,080,000	\$1,695,441,000	\$500,952,000	\$3,288,093,000
% of Total	12%	21%	52%	15%	100%

¹Data are collected quarterly. Therefore, year total group size, length of stay and avg. daily expenditures are weighted averages of quarterly figures. ²Expenditures may appear lower than typical costs in these categories because they are averaged across all visitor groups. ³Spending data are gathered from nonresident travelers intercepted at airports, gas stations, and rest areas in MT. Travelers report 24 hours worth of trip expenditures.

Preliminary estimates include data collected during Oct-Dec, 2016 and Jan-Sept, 2017.