



ANALYSIS: HOTEL BUSINESS TRAVEL REVENUE BY STATE

Kalibri Labs – August 2021

The pandemic has been devastating to the hospitality industry, wiping out a decade’s worth of revenue and job growth. **A new report from AHLA and Kalibri Labs projects that the hotel industry will finish 2021 down more than \$59 billion in business travel revenue from 2019, after losing nearly \$49 billion in business travel revenue in 2020.** Business travel includes corporate, group, government, and other commercial categories. Business and group travel are the industry’s largest source of revenue and are not expected to reach pre-pandemic levels until 2024.

Hotel Business Travel Revenue By State

STATE	Total 2019 Revenue	Total 2021 Projected Revenue	\$ Difference vs 2019	% Difference vs 2019
NATIONWIDE	\$89,549,029,613	\$30,272,129,226	(\$59,276,900,387)	-66.2%
ALABAMA	\$875,467,868	\$550,375,809	(\$325,092,059)	-37.1%
ALASKA	\$491,384,904	\$291,816,636	(\$199,568,268)	-40.6%
ARIZONA	\$2,042,000,029	\$722,293,958	(\$1,319,706,070)	-64.6%
ARKANSAS	\$480,848,768	\$278,097,770	(\$202,750,999)	-42.2%
CALIFORNIA	\$13,306,103,343	\$3,464,672,152	(\$9,841,431,191)	-74.0%
COLORADO	\$2,298,501,744	\$716,592,849	(\$1,581,908,896)	-68.8%
CONNECTICUT	\$566,745,097	\$184,609,353	(\$382,135,745)	-67.4%
DELAWARE	\$180,325,609	\$83,184,160	(\$97,141,448)	-53.9%
D.C.	\$1,415,883,808	\$137,687,711	(\$1,278,196,097)	-90.3%
FLORIDA	\$8,804,251,492	\$3,459,924,043	(\$5,344,327,450)	-60.7%
GEORGIA	\$2,610,590,771	\$1,027,824,646	(\$1,582,766,124)	-60.6%
HAWAII	\$1,529,919,133	\$346,393,230	(\$1,183,525,904)	-77.4%
IDAHO	\$330,568,694	\$200,551,078	(\$130,017,616)	-39.3%
ILLINOIS	\$3,030,189,558	\$599,125,416	(\$2,431,064,142)	-80.2%
INDIANA	\$1,136,295,292	\$492,757,697	(\$643,537,595)	-56.6%
IOWA	\$571,225,206	\$303,023,062	(\$268,202,144)	-47.0%
KANSAS	\$456,946,838	\$222,265,793	(\$234,681,045)	-51.4%
KENTUCKY	\$774,795,012	\$376,743,724	(\$398,051,288)	-51.4%
LOUISIANA	\$1,377,451,261	\$576,748,059	(\$800,703,203)	-58.1%
MAINE	\$383,906,970	\$215,508,558	(\$168,398,412)	-43.9%
MARYLAND	\$1,256,296,518	\$364,408,164	(\$891,888,354)	-71.0%
MASSACHUSETTS	\$2,249,357,586	\$341,078,159	(\$1,908,279,427)	-84.8%
MICHIGAN	\$1,451,699,080	\$583,773,888	(\$867,925,192)	-59.8%
MINNESOTA	\$1,156,886,823	\$321,036,880	(\$835,849,943)	-72.2%
MISSISSIPPI	\$610,669,464	\$434,546,417	(\$176,123,047)	-28.8%
MISSOURI	\$1,244,842,851	\$512,612,601	(\$732,230,250)	-58.8%
MONTANA	\$316,677,418	\$231,105,037	(\$85,572,381)	-27.0%
NEBRASKA	\$348,088,391	\$175,838,780	(\$172,249,611)	-49.5%
NEVADA	\$2,789,554,577	\$1,020,584,176	(\$1,768,970,401)	-63.4%
NEW HAMPSHIRE	\$320,684,224	\$129,542,771	(\$191,141,453)	-59.6%
NEW JERSEY	\$2,471,612,928	\$543,727,064	(\$1,927,885,864)	-78.0%

NEW MEXICO	\$591,108,638	\$277,075,574	(\$314,033,064)	-53.1%
NEW YORK	\$6,135,487,180	\$1,065,209,607	(\$5,070,277,574)	-82.6%
NORTH CAROLINA	\$2,193,233,173	\$854,791,213	(\$1,338,441,959)	-61.0%
NORTH DAKOTA	\$208,945,115	\$112,023,038	(\$96,922,077)	-46.4%
OHIO	\$1,723,516,474	\$671,839,421	(\$1,051,677,053)	-61.0%
OKLAHOMA	\$646,901,580	\$339,352,794	(\$307,548,787)	-47.5%
OREGON	\$1,125,645,134	\$439,503,012	(\$686,142,123)	-61.0%
PENNSYLVANIA	\$2,142,102,518	\$688,090,574	(\$1,454,011,943)	-67.9%
RHODE ISLAND	\$173,317,783	\$65,529,658	(\$107,788,125)	-62.2%
SOUTH CAROLINA	\$1,445,412,953	\$752,626,532	(\$692,786,421)	-47.9%
SOUTH DAKOTA	\$232,761,093	\$150,219,583	(\$82,541,510)	-35.5%
TENNESSEE	\$1,983,045,109	\$752,214,251	(\$1,230,830,858)	-62.1%
TEXAS	\$6,817,748,427	\$2,705,987,880	(\$4,111,760,548)	-60.3%
UTAH	\$747,169,707	\$327,026,274	(\$420,143,433)	-56.2%
VERMONT	\$261,174,631	\$138,657,469	(\$122,517,162)	-46.9%
VIRGINIA	\$2,367,387,343	\$864,506,673	(\$1,502,880,670)	-63.5%
WASHINGTON	\$1,975,387,046	\$521,823,944	(\$1,453,563,102)	-73.6%
WEST VIRGINIA	\$307,791,153	\$163,168,341	(\$144,622,812)	-47.0%
WISCONSIN	\$961,271,756	\$350,807,675	(\$610,464,081)	-63.5%
WYOMING	\$629,851,541	\$123,226,073	(\$506,625,469)	-80.4%
Source: Kalibri Labs 				