



ANALYSIS: HOTEL BUSINESS TRAVEL REVENUE LOSS STATE-BY-STATE

\$20 Billion in Business Travel Losses Expected in 2022

Kalibri Labs – April 2022

Study Showcases Ongoing Impact of COVID-19 on Hotel Industry Business Travel Revenue

A new report from AHLA and Kalibri Labs finds that **the hotel industry will finish 2022 down more than \$20 billion in business travel revenue.** With corporate travel policies still in flux, leisure travel will continue to recover faster in 2022, driving the hotel demand landscape. While leisure hotel spending is projected to return to 2019 levels in 2022, business travel revenue is projected to be down 23%. Eight states and the District of Columbia are expected to remain down more than 30%. Business travel—which includes corporate, group, government, and other commercial categories—is the hotel industry’s largest source of revenue and is not expected to fully recover until 2024.

Hotel Business Travel Revenue By State

STATE	2019 Business Travel Revenue	2022 Projected Business Travel Revenue	\$ Difference vs. 2019	% Difference vs. 2019
NATIONWIDE	\$89,675,972,260	\$69,002,695,801	\$(20,673,276,459)	-23.1%
ALABAMA	\$879,767,065	\$827,849,878	\$(51,917,187)	-5.9%
ALASKA	\$482,696,430	\$417,567,721	\$(65,128,709)	-13.5%
ARIZONA	\$2,053,473,976	\$1,755,958,104	\$(297,515,872)	-14.5%
ARKANSAS	\$480,090,573	\$444,427,056	\$(35,663,517)	-7.4%
CALIFORNIA	\$13,129,796,983	\$8,641,014,692	\$(4,488,782,291)	-34.2%
COLORADO	\$2,337,905,040	\$1,834,191,485	\$(503,713,555)	-21.5%
CONNECTICUT	\$566,387,670	\$410,343,182	\$(156,044,488)	-27.6%
DELAWARE	\$179,707,646	\$151,214,421	\$(28,493,226)	-15.9%
D.C.	\$1,408,634,295	\$565,950,200	\$(842,684,095)	-59.8%
FLORIDA	\$8,718,609,227	\$7,750,677,167	\$(967,932,060)	-11.1%
GEORGIA	\$2,615,533,740	\$2,184,120,016	\$(431,413,724)	-16.5%
HAWAII	\$1,534,743,517	\$1,143,312,668	\$(391,430,848)	-25.5%
IDAHO	\$330,460,571	\$327,057,218	\$(3,403,353)	-1.0%
ILLINOIS	\$2,989,485,071	\$1,759,959,656	\$(1,229,525,415)	-41.1%
INDIANA	\$1,142,447,059	\$1,012,217,046	\$(130,230,013)	-11.4%
IOWA	\$573,811,722	\$508,718,075	\$(65,093,646)	-11.3%
KANSAS	\$460,289,259	\$416,627,337	\$(43,661,922)	-9.5%
KENTUCKY	\$772,758,897	\$701,027,006	\$(71,731,890)	-9.3%
LOUISIANA	\$1,347,565,480	\$1,145,328,968	\$(202,236,511)	-15.0%
MAINE	\$381,770,802	\$394,086,587	\$12,315,785	3.2%
MARYLAND	\$1,273,289,388	\$860,666,796	\$(412,622,592)	-32.4%
MASSACHUSETTS	\$2,268,831,599	\$1,270,376,099	\$(998,455,500)	-44.0%
MICHIGAN	\$1,453,643,000	\$1,221,419,987	\$(232,223,013)	-16.0%
MINNESOTA	\$1,184,299,560	\$826,629,793	\$(357,669,767)	-30.2%

MISSISSIPPI	\$ 615,132,456	\$655,854,615	\$40,722,159	6.6%
MISSOURI	\$1,248,533,220	\$1,068,673,509	\$(179,859,711)	-14.4%
MONTANA	\$318,364,586	\$333,032,683	\$14,668,097	4.6%
NEBRASKA	\$351,321,484	\$313,237,243	\$(38,084,241)	-10.8%
NEVADA	\$3,047,418,391	\$3,557,235,254	\$509,816,864	16.7%
NEW HAMPSHIRE	\$320,854,505	\$286,523,696	\$(34,330,808)	-10.7%
NEW JERSEY	\$2,469,459,319	\$1,572,145,188	\$(897,314,131)	-36.3%
NEW MEXICO	\$598,759,770	\$526,722,526	\$(72,037,243)	-12.0%
NEW YORK	\$6,109,466,111	\$3,297,650,355	\$(2,811,815,756)	-46.0%
NORTH CAROLINA	\$2,175,711,851	\$1,772,495,066	\$(403,216,786)	-18.5%
NORTH DAKOTA	\$213,939,450	\$181,448,211	\$(32,491,239)	-15.2%
OHIO	\$1,724,162,384	\$1,362,008,222	\$(362,154,161)	-21.0%
OKLAHOMA	\$647,609,174	\$572,861,573	\$(74,747,601)	-11.5%
OREGON	\$1,111,716,640	\$884,596,362	\$(227,120,278)	-20.4%
PENNSYLVANIA	\$2,145,746,011	\$1,531,225,723	\$(614,520,288)	-28.6%
RHODE ISLAND	\$173,189,537	\$140,904,378	\$(32,285,160)	-18.6%
SOUTH CAROLINA	\$1,434,109,232	\$1,314,769,103	\$(119,340,129)	-8.3%
SOUTH DAKOTA	\$232,876,639	\$233,232,902	\$356,262	0.2%
TENNESSEE	\$1,969,260,411	\$1,903,715,517	\$(65,544,894)	-3.3%
TEXAS	\$6,831,794,867	\$5,596,169,094	\$(1,235,625,773)	-18.1%
UTAH	\$762,164,630	\$686,550,215	\$(75,614,415)	-9.9%
VERMONT	\$259,070,815	\$219,981,858	\$(39,088,957)	-15.1%
VIRGINIA	\$2,385,368,345	\$1,710,632,540	\$(674,735,804)	-28.3%
WASHINGTON	\$1,953,157,713	\$1,371,155,430	\$(582,002,283)	-29.8%
WEST VIRGINIA	\$307,243,432	\$261,420,985	\$(45,822,447)	-14.9%
WISCONSIN	\$974,322,967	\$806,465,551	\$(167,857,416)	-17.2%
WYOMING	\$729,219,752	\$271,246,842	\$(457,972,909)	-62.8%
<i>Source: Kalibri Labs</i>				