From global brands to the small inns and bed and breakfasts that line main streets across the country, the hotel and lodging industry is integral to America’s economy. It supports millions of jobs and reinvests in communities. In the United States, 61 percent of hotels – more than 33,000 properties – are considered small businesses.¹

## JOBS

America’s hotels, inns and bed and breakfasts are responsible for supporting millions of jobs, both on site at hotels and throughout the communities in which they operate. Currently 72,000 jobs ahead of its prior peak, the hotel and lodging industry puts Americans to work. A typical hotel with 100 occupied rooms per night supports over 250 local jobs every year.

- **8M jobs**
  - Hotel operations and guest spending support
  - **8 MILLION JOBS**, including
  - **4.5 MILLION DIRECT JOBS**.

- **188,000+**
  - **NEW HOTEL JOBS SINCE 2010**.

- **$355B**
  - The hotel industry supports
  - **$355 BILLION IN TOTAL LABOR INCOME**.

- **$74B**
  - The hotel industry has increased wage and salary income by
  - **$18.5B** since 2005, **PAYING EMPLOYEES $74B IN 2015**.

## COMMUNITY INVESTMENT

Hotel and lodging businesses are mainstays of communities from coast to coast, and proudly invest in the communities in which they operate. Data shows that at least 50 percent of tax funds collected are allocated for tourism-related purposes. Of that revenue, at least 50 percent is allocated for local tourism purposes, bringing more visitors – and more jobs – back to the community.²

- **HOTELS GENERATE $167B**
  - **IN FEDERAL, STATE, AND LOCAL TAXES**.

- **$483 BILLION**
  - **IN GUEST SPENDING**

On-site: 51%

Off-site: 49%

### HOTEL GUEST SPENDING

- **LOCAL FOOD AND BEVERAGE**
  - $56B

- **LOCAL RECREATION, RETAIL, ETC.**
  - $64B

- **OFF-SITE TRANSPORTATION**
  - $118B

Hotel guests spend $238 BILLION on transportation, dining, shopping and other activities at local businesses during their stays, in addition to $245 BILLION of guest spending on-site at hotel-industry establishments. In total, guests spend $483 BILLION at hotels and local businesses as a part of their trip.

**Source:** Bureau of Economic Analysis; Oxford Economics
ECONOMIC IMPACT

The hotel and lodging industry is a bedrock of the American economy and drives economic growth and development across the country. With over 1.1 billion guest nights annually, supporting $1.1 trillion in sales, the hotel and lodging industry is stronger, more vibrant and more innovative than ever before.

- **$590B** contributed to U.S. GDP
- **54,200+** properties in hotel industry
- **33,000+** properties are small businesses

CONSUMER DEMAND

With hotel industry sales of $245 billion in 2015, supporting $1.1 trillion of U.S. sales, consumer demand for lodging has never been higher. In fact, hotels, inns and bed & breakfasts are welcoming more guests than ever before.

Welcoming guests from around the world to America’s biggest cities and best-kept secrets, hotels, inns and bed and breakfasts are vital to our economy. The data is clear: in small towns and big cities, in every corner of the country, lodging businesses support millions of jobs, reinvest in their communities and drive hundreds of billions of dollars in economic activity.

IN 2015, HOTEL REVENUE INCREASED TO $245B SUPPORTING $1.1T OF U.S. SALES*

*Includes hotel revenue, guest spending and taxes

Hotel Industry Sales (includes hotel revenue, plus taxes), in billions

Source: Bureau of Economic Analysis; Oxford Economics

<table>
<thead>
<tr>
<th>Year</th>
<th>Hotel Industry Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>$110B</td>
</tr>
<tr>
<td>2004</td>
<td>$125B</td>
</tr>
<tr>
<td>2006</td>
<td>$150B</td>
</tr>
<tr>
<td>2008</td>
<td>$180B</td>
</tr>
<tr>
<td>2010</td>
<td>$200B</td>
</tr>
<tr>
<td>2012</td>
<td>$225B</td>
</tr>
<tr>
<td>2014</td>
<td>$250B</td>
</tr>
<tr>
<td>2015</td>
<td>$245B</td>
</tr>
</tbody>
</table>


Source: Bureau of Economic Analysis; Oxford Economics

American Hotel & Lodging Association: All Together Powerful

STR U.S. Hotel Small Business Ownership Study, June 2016
STR U.S. Lodging Tax Study, June 2016