

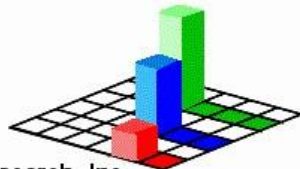
DAYTONA BEACH VISITOR PROFILE

February 2016



Prepared for The Halifax Area Advertising Authority

By:



Mid-Florida Marketing & Research, Inc.

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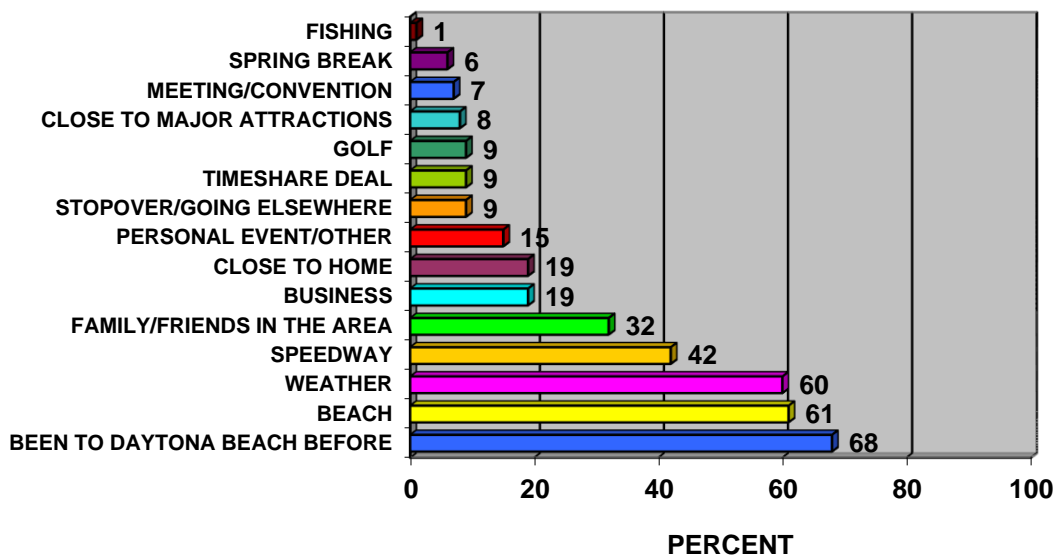


OUT OF STATE VISITORS

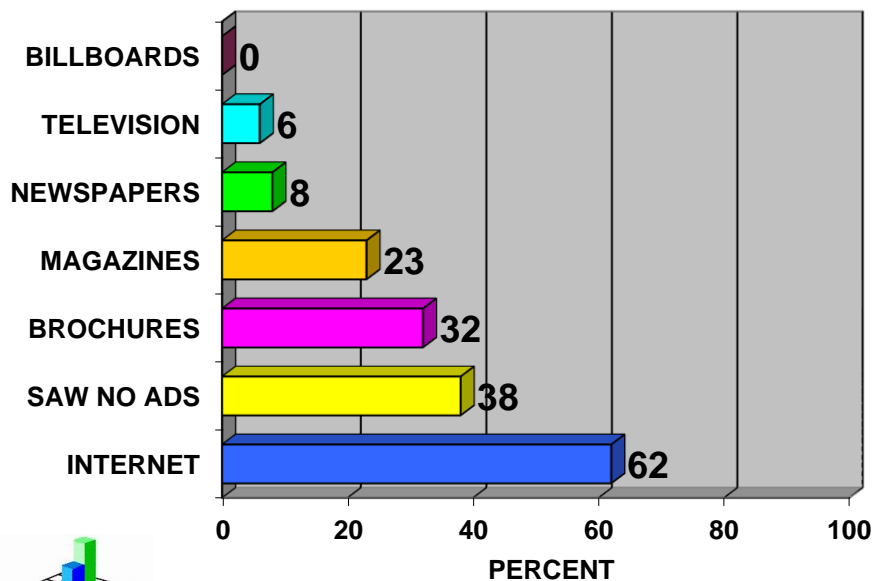
February, 2016 Daytona Beach Visitor Profile

- ◆ For 33% of the out of state visitors, this was their first visit ever to the Daytona Beach Resort Area.
- ◆ 95% of the out of state visitors have stayed in the Daytona Beach Area overnight or longer more than once during the past five years.
- ◆ 60% of the repeat out of state visitors have stayed in the same lodging before.

REASONS FOR OUT OF STATE VISITORS TO CHOOSE DAYTONA BEACH WERE:

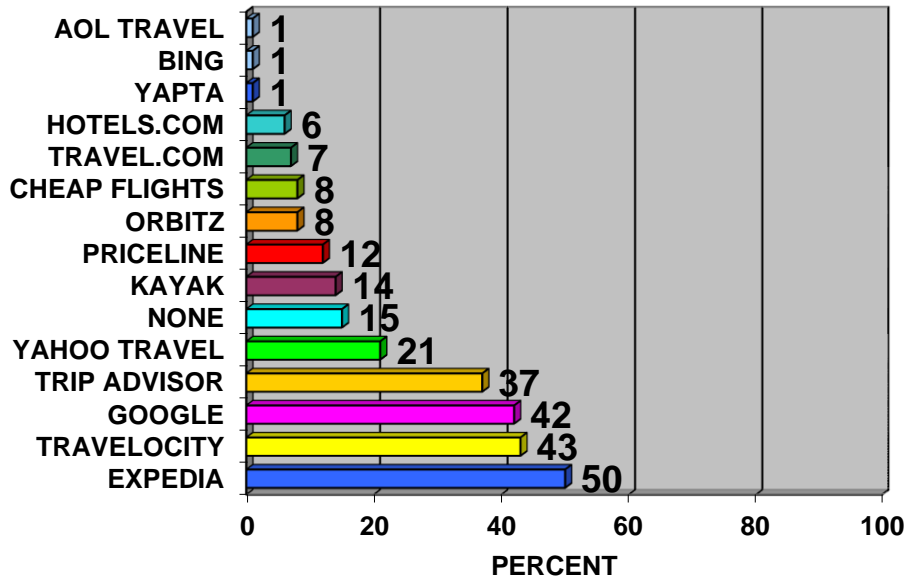


OUT OF STATE VISITORS REMEMBER SEEING ADS FOR DAYTONA BEACH IN/ON:

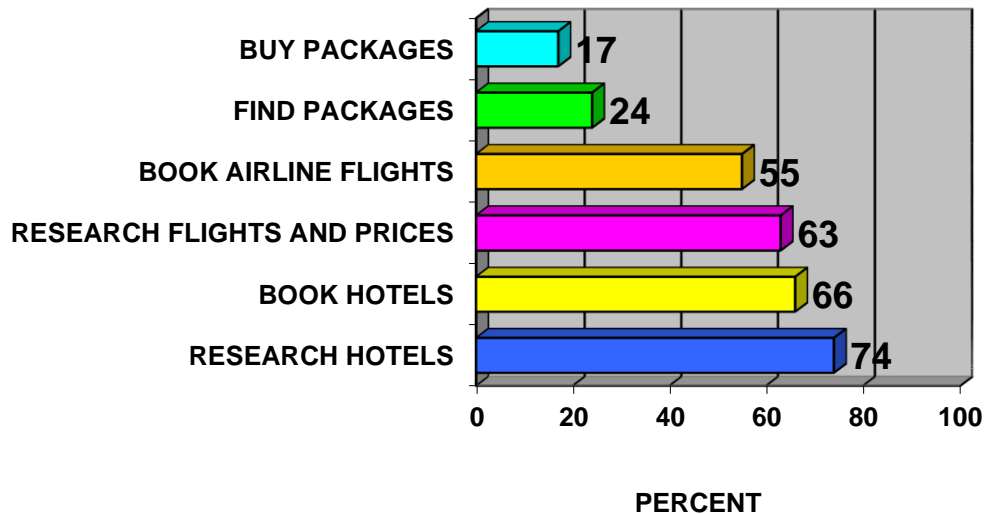


- ◆ 55% of the out of state visitors asked for information before coming.
- ◆ 62% used the Internet to plan their trip to Daytona Beach.
- ◆ 57% used the Internet to choose a place to stay.
- ◆ 58% used the Internet to make reservations.
- ◆ 59% used the Internet for other purposes regarding this trip to Daytona Beach such as: finding general information about the area, lodging information/reservations, traveling directions/maps, and/or race tickets.

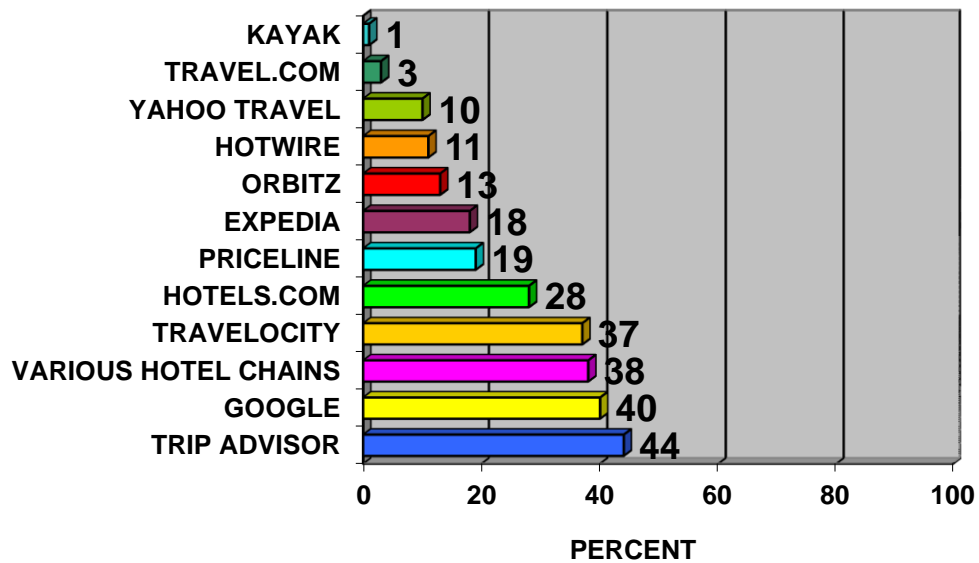
TRAVEL WEBSITES USED BY OUT OF STATE VISITORS:



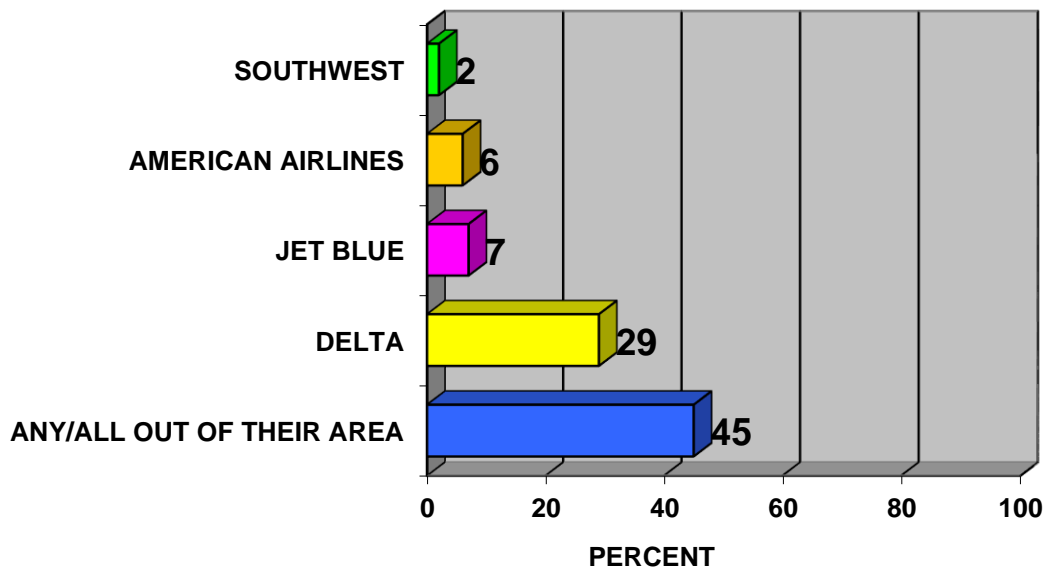
OUT OF STATE VISITORS USED TRAVEL WEBSITES FOR:



TRAVEL WEBSITES USED BY OUT OF STATE VISITORS FOR HOTELS:



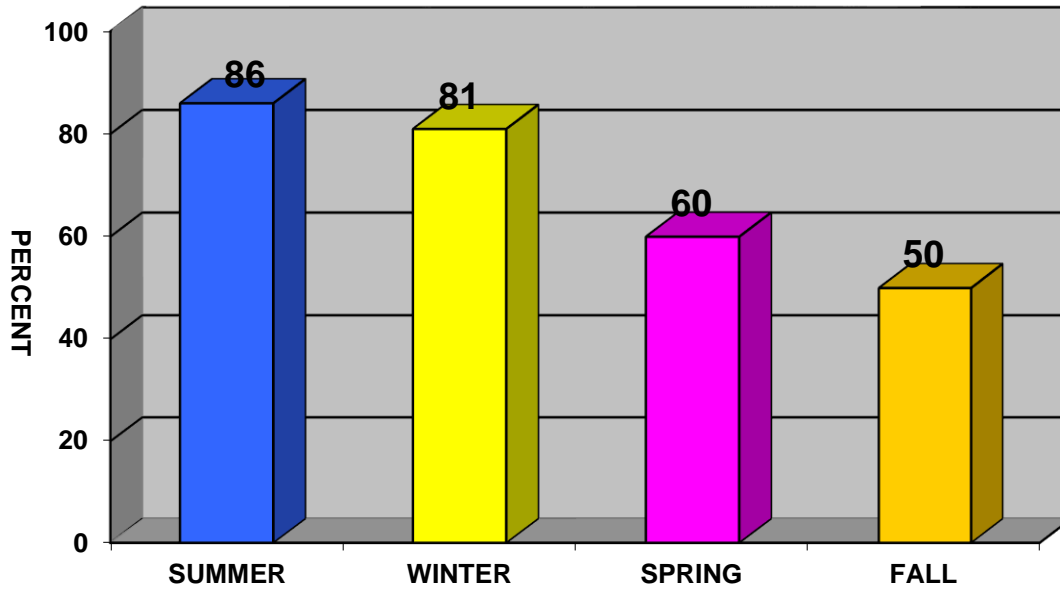
TRAVEL WEBSITES USED BY OUT OF STATE VISITORS FOR AIRLINES:



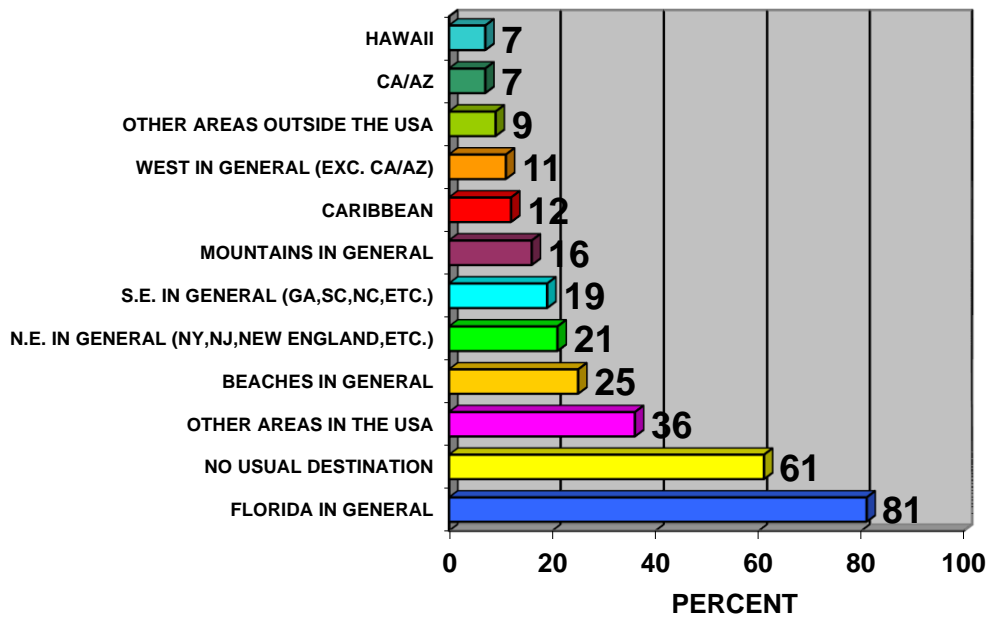
- ◆ 68% of the out of state visitors are on Facebook
 - 99% use Facebook to let friends know what is new, 99% to see what is new with their friends, and 88% to talk about activities/vacations.
- ◆ 18% of the out of state visitors use Twitter.

- ◆ 63% of the out of state visitors take more than one vacation per year.

OUT OF STATE VISITORS WHO TAKE MORE THAN ONE VACATION PER YEAR, GO IN:



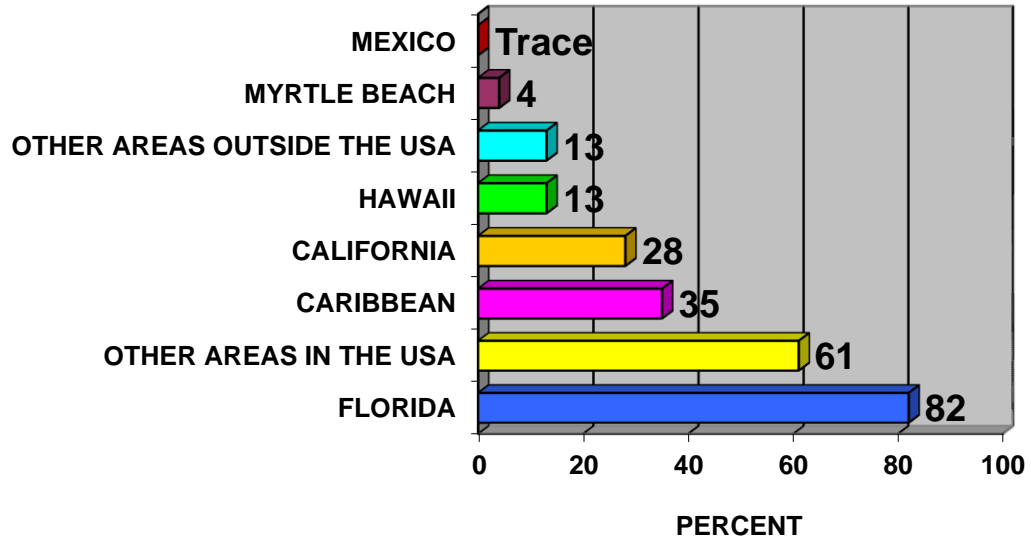
OUT OF STATE VISITORS WHO TAKE MORE THAN ONE VACATION PER YEAR ALSO VACATION IN:



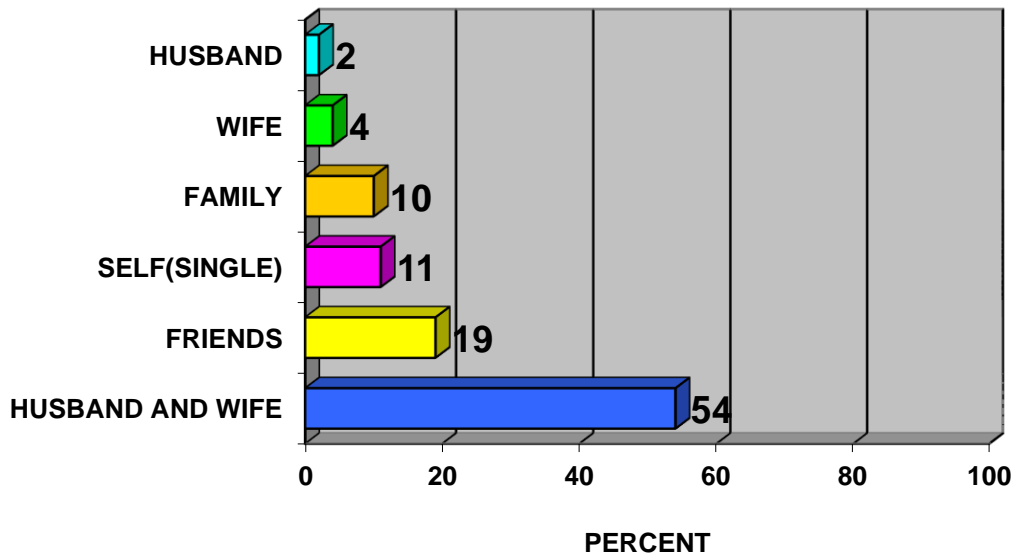
- ◆ 80% of the out of state visitors have taken another warm weather vacation in the past five years.



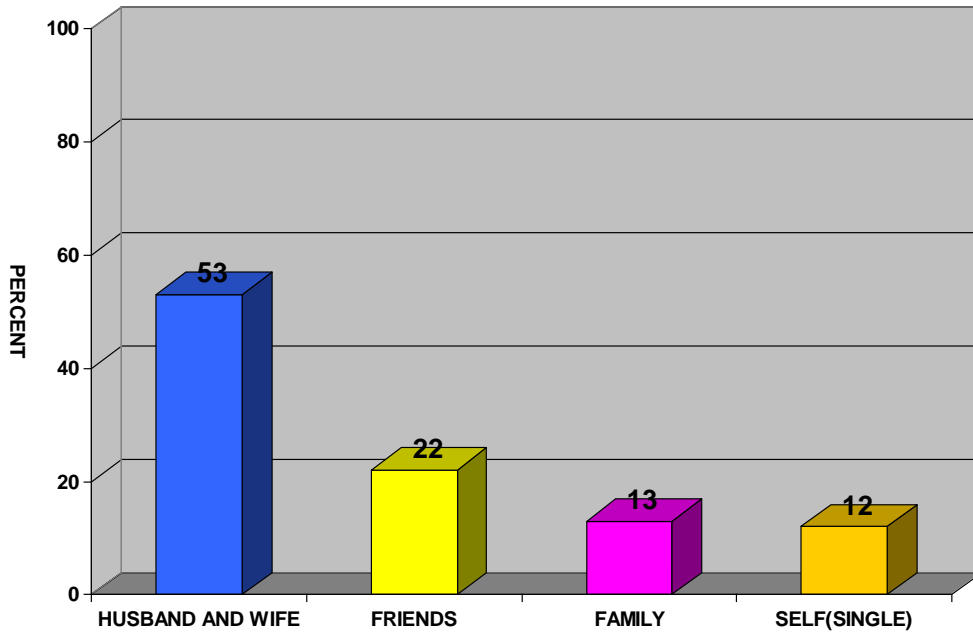
**OUT OF STATE VISITORS WHO HAVE TAKEN
ANOTHER WARM WEATHER VACATION IN THE PAST 5
YEARS ALSO VACATION IN:**



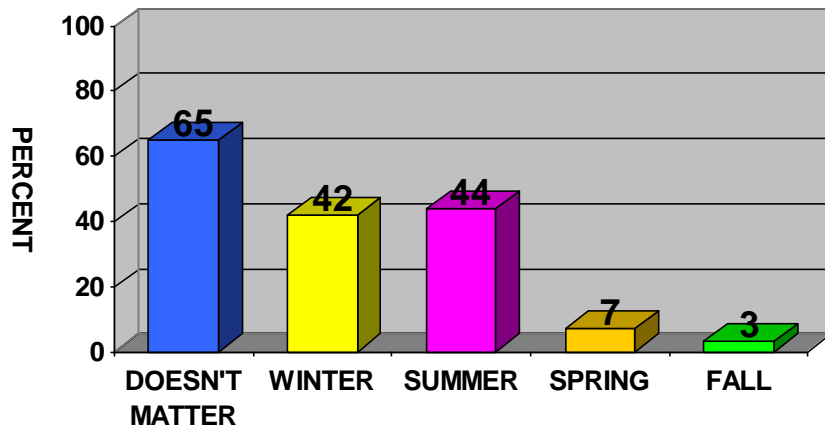
**THE DECISION TO VISIT DAYTONA BEACH FOR
OUT OF STATE VISITORS WAS MADE BY:**



OUT OF STATE VISITORS SAID THEIR VACATION WAS FOR:



THE MOST CONVENIENT/ONLY TIME OUT OF STATE VISITORS VACATION, IS IN:

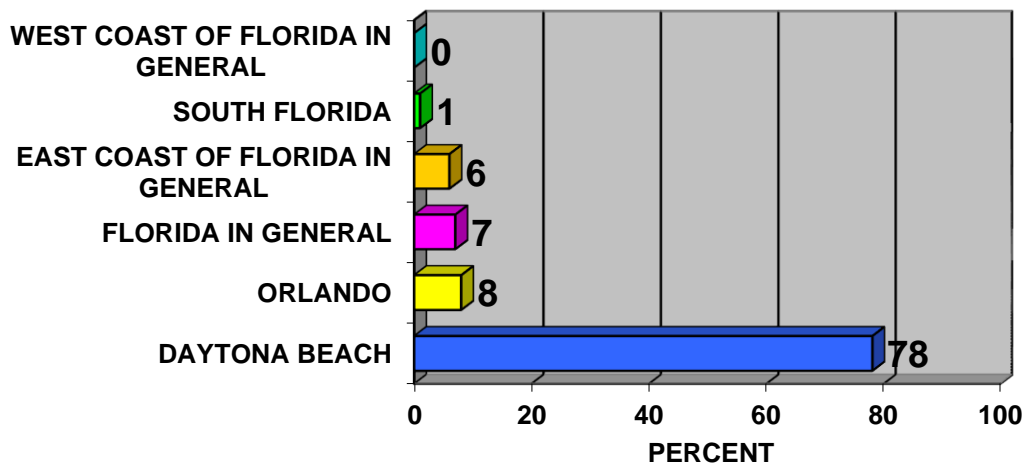


- ◆ The average party size for out of state visitors was 2.7.
- ◆ 8% of out of state visitors traveled with children age 12 and younger.
- ◆ 6% of out of state visitors traveled with teenagers.



- ◆ 38% traveled with friends/relatives; 39% met friends/relatives in Daytona Beach.
- ◆ Out of state visitors said additional reasons to take a trip are: 32% said government/company business, 15% said convention/trade show, and 29% said to meet a cruise.
- ◆ 26% of out of state visitors traveled by air, 69% by auto, and 5% by motorcycle.
- ◆ For those out of state visitors that traveled by air:
 - 66% landed in Daytona Beach.
 - 33% landed in Orlando/Sanford.
 - 1% landed someplace else.
- ◆ 2% of the out of state visitors that flew into Orlando said that it was inconvenient.

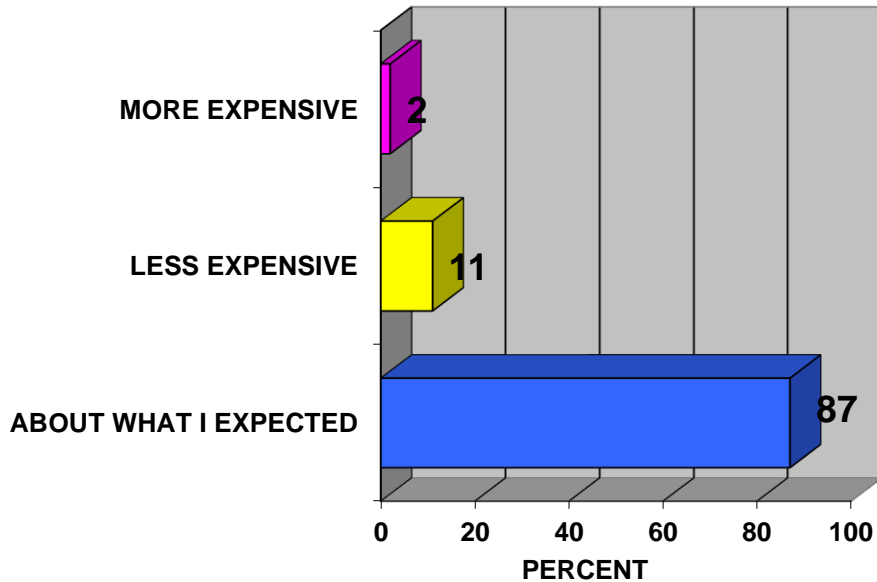
THE MAIN DESTINATION FOR OUT OF STATE VISITORS WAS:



- ◆ The average number of days out of state visitors spent away from home was 9.1.
- ◆ The average number of days spent in Daytona Beach was 6.4.
- ◆ The average amount of money spent in Daytona Beach per day, without lodging, by out of state visitors' immediate party was about \$180.
- ◆ 93% of out of state visitors made advanced reservations, with the average time in advance being about three to four months.
- ◆ 38% of out of state visitors did not use a professional travel service.
 - 53% used an Internet travel service.
 - 7% used a travel agent.
 - 1% used an auto club.
 - 1% time share people.

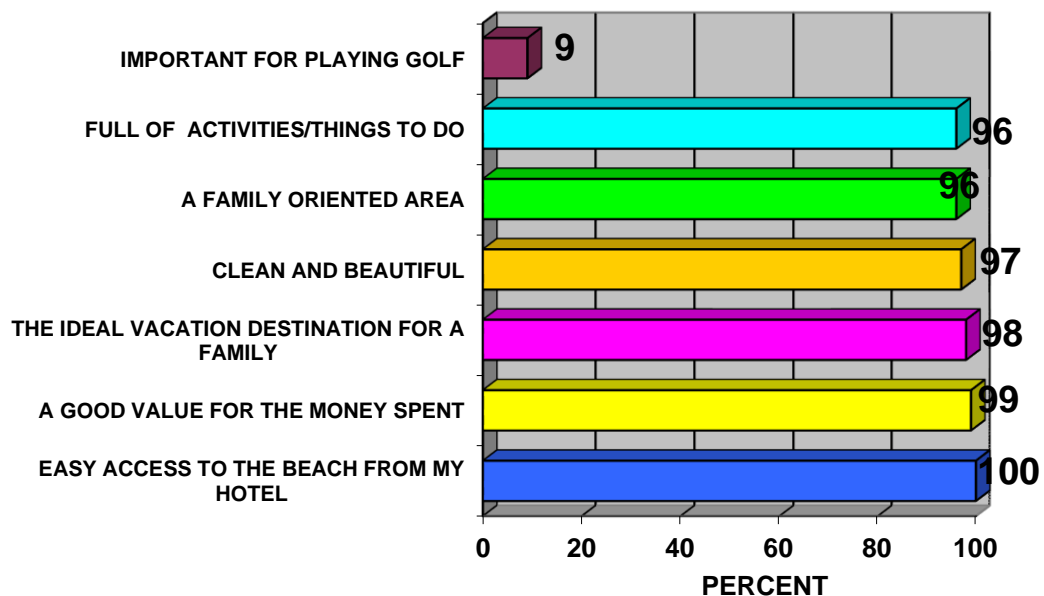
Satisfaction with Daytona Beach

OUT OF STATE VISITORS FOUND DAYTONA BEACH TO BE:

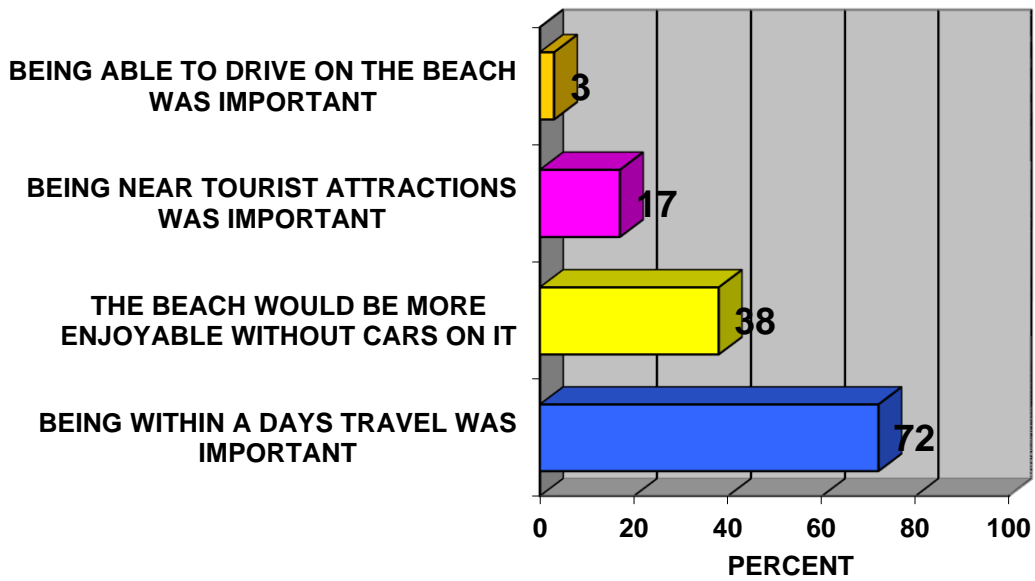


- ◆ While in Daytona Beach, 56% of the out of state visitors took advantage of a room with a kitchenette.
- ◆ 1% of the out of state visitors paid the fee to drive or park on the beach.
- ◆ 8% of the out of state visitors paid the fee to park in the parking garage.

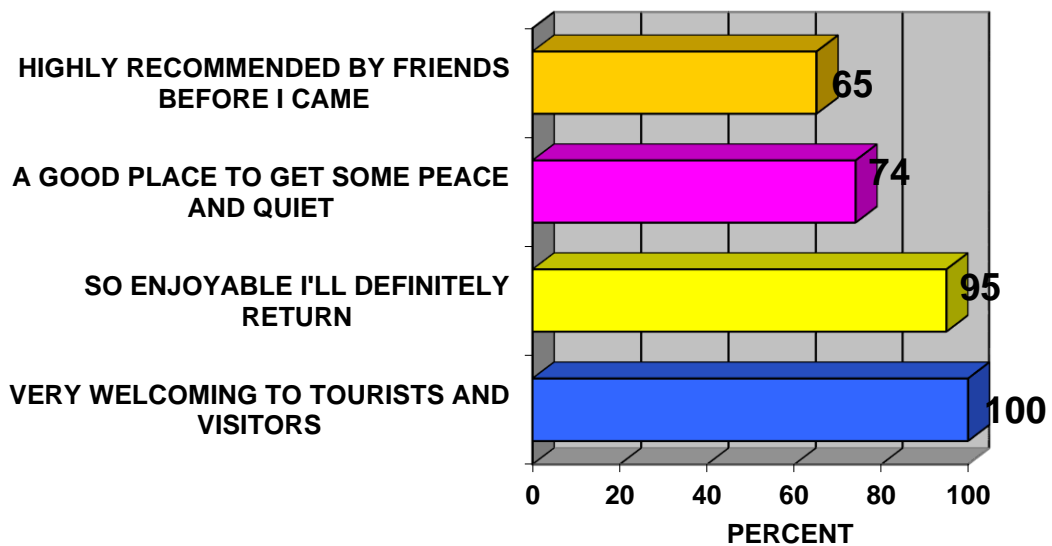
OUT OF STATE VISITORS SAID THAT DAYTONA BEACH WAS:



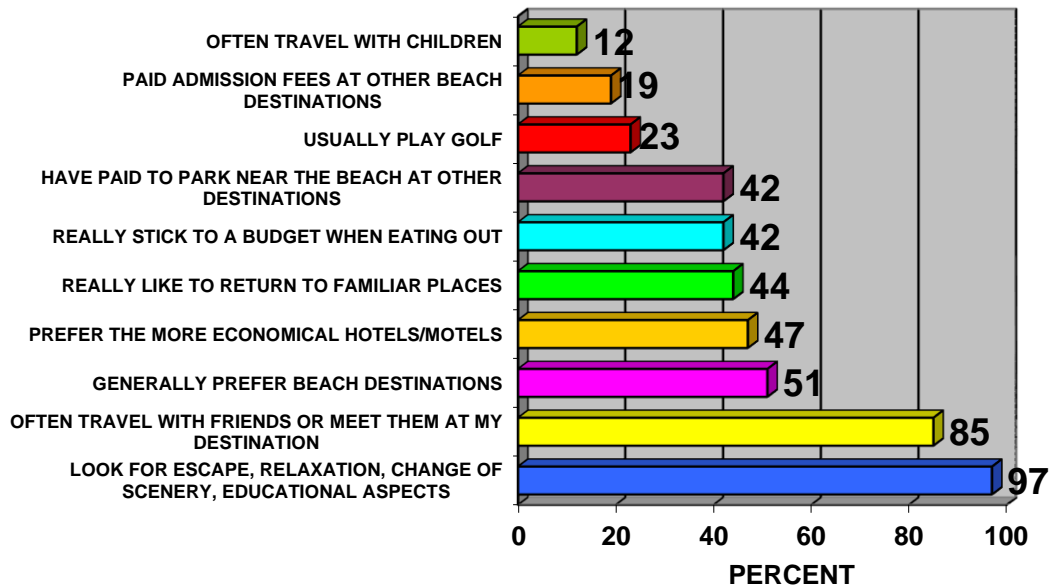
IN DECIDING ON DAYTONA BEACH, OUT OF STATE VISITORS SAID:



OUT OF STATE VISITORS SAID THAT DAYTONA BEACH WAS:



ON PLEASURE TRIPS OUT OF STATE VISITORS:

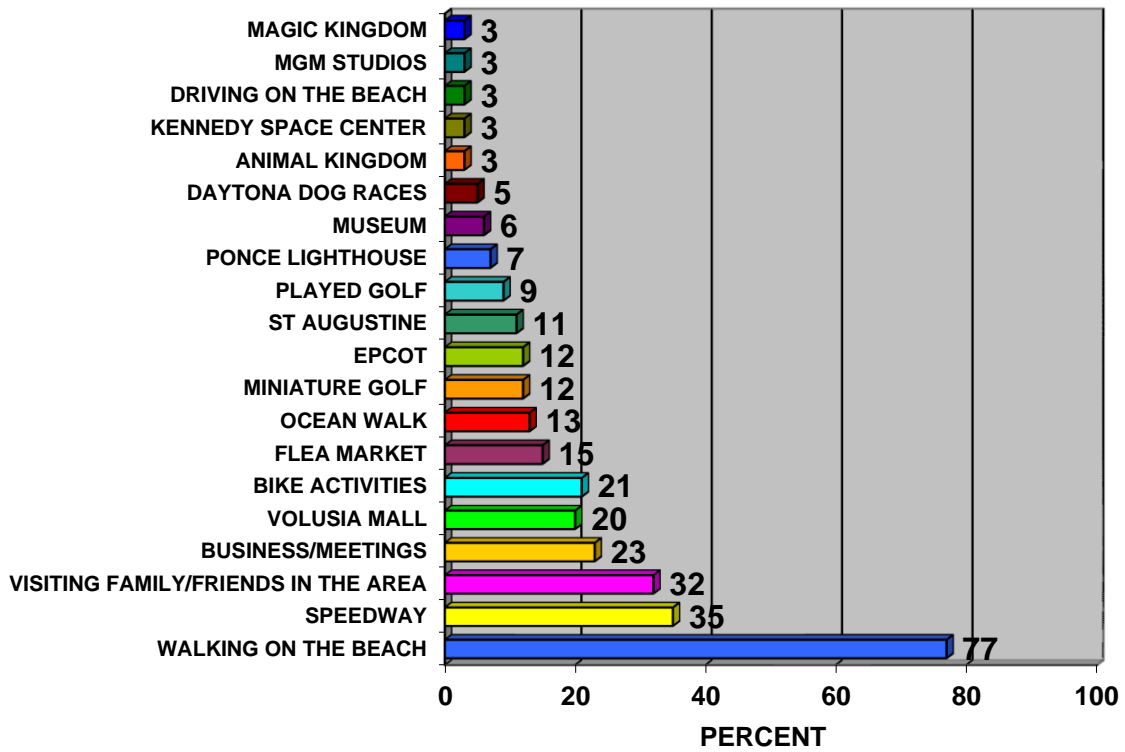


◆ Magazines received and read by members of out of state visitors' households are:

49%	No magazines	6%	Ladies Home Journal
26%	AAA Magazine	5%	National Geographic
24%	Modern Maturity	5%	Time
17%	Car magazines - various	4%	Business Week
13%	Readers Digest	4%	Family Circle
12%	Sports Illustrated	4%	Other
10%	Golf magazines - various	3%	Better Homes & Garden
9%	People Magazine	Tr.	TV Guide
8%	Southern Living		
7%	Bikers magazine		
7%	US News & World Report		



ACTIVITIES DONE BY OUT OF STATE VISITORS WERE:



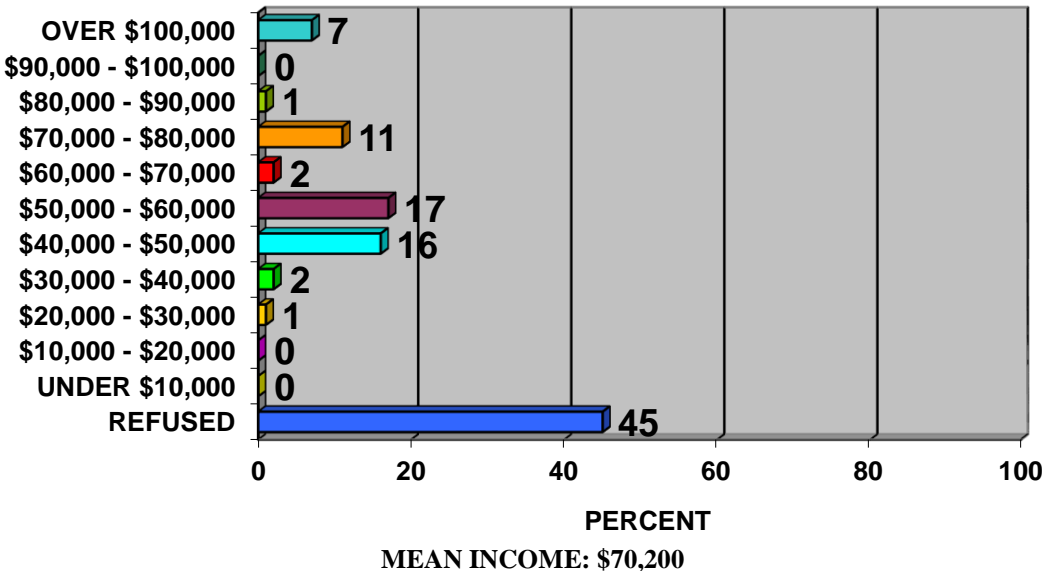
- ◆ All of the out of state visitors would recommend Daytona Beach to others.
- ◆ 58% of the out of state visitors to complete the survey were male, 42% were female.

OCCUPATION OF THE PRIMARY WAGE EARNER OF OUT OF STATE VISITORS' HOUSEHOLD IS:

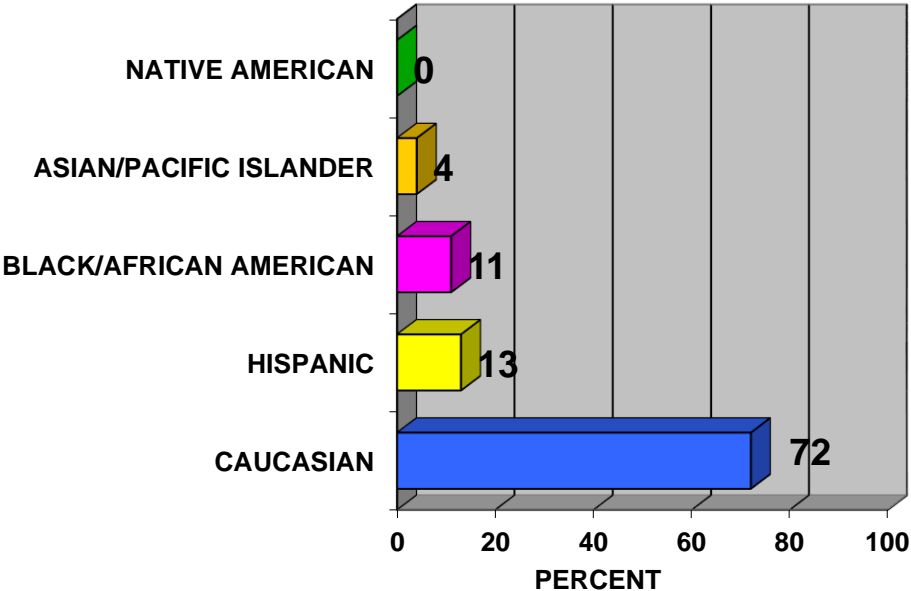


- ◆ Out of state visitors were an average of 57 years old.
- ◆ 85% of out of state visitors were married, and 15% were single.

OUT OF STATE VISITOR'S ESTIMATED ANNUAL INCOME FROM ALL SOURCES BEFORE TAXES WAS:



THE RACIAL/ETHNIC GROUP FOR OUT OF STATE VISITORS IS:

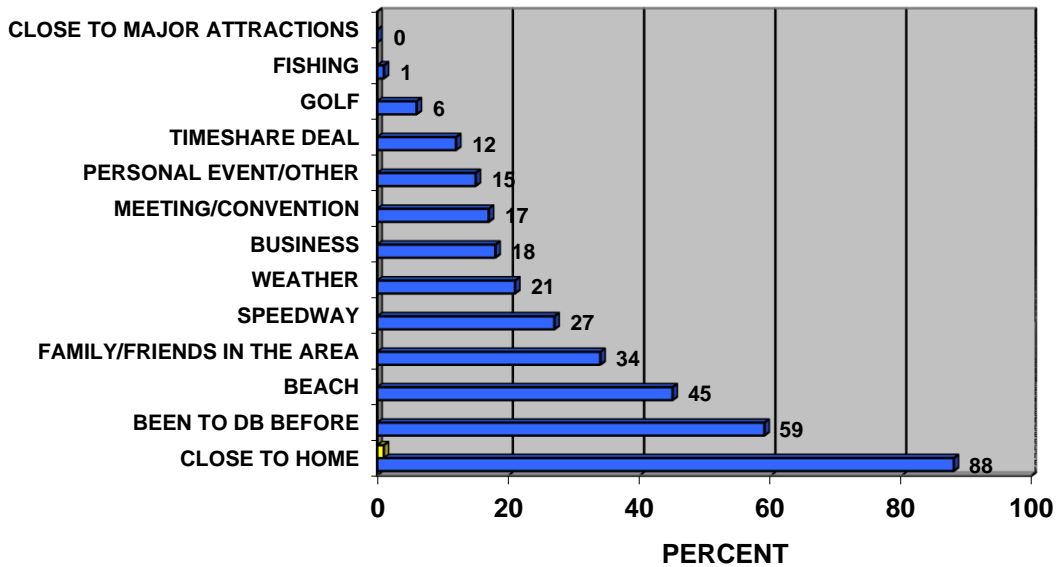


FLORIDA VISITORS

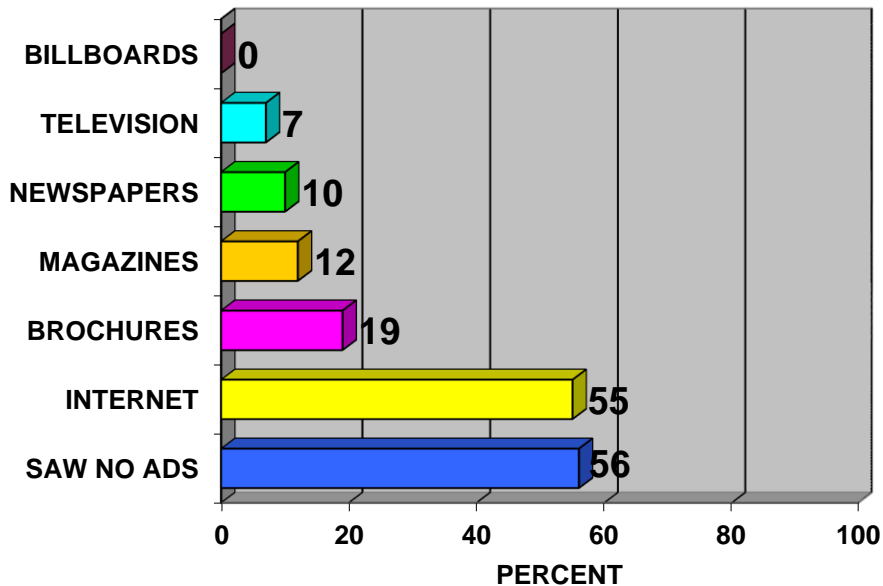
February 2016 Daytona Beach Visitor Profile

- ◆ For 30% of the visitors from Florida, this last visit was their first ever to the Daytona Beach Resort Area.
- ◆ 94% of the repeat visitors from Florida have stayed in the Daytona Beach Area overnight or longer more than once during the past five years.
- ◆ 51% of the repeat visitors from Florida have stayed in the same lodging before.

REASONS FOR FLORIDA RESIDENTS TO CHOOSE DAYTONA BEACH WERE:

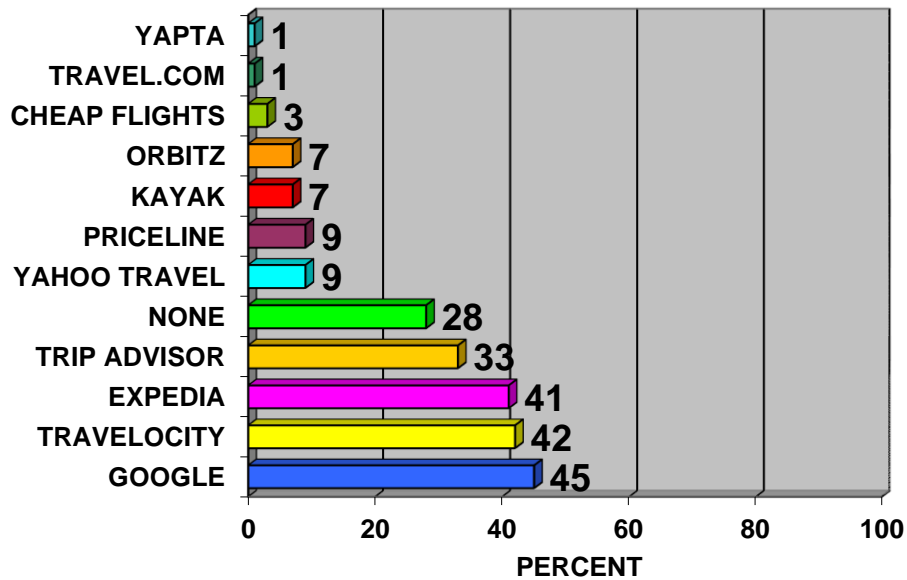


VISITORS FROM FLORIDA REMEMBER SEEING ADS FOR DAYTONA BEACH IN/ON:

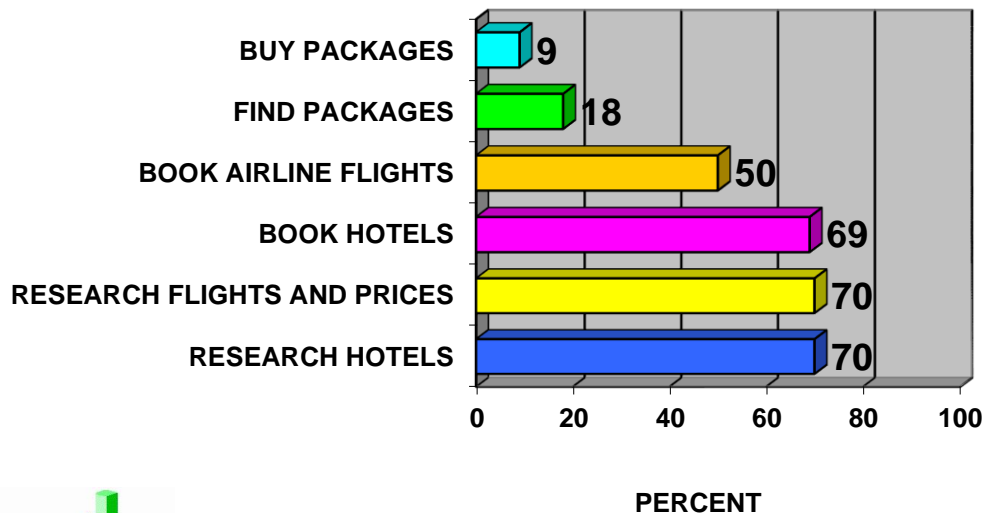


- ◆ 31% of the visitors from Florida asked for information before coming.
- ◆ 52% of the visitors from Florida used the Internet to plan their trip to Daytona Beach.
- ◆ 48% of the visitors from Florida used the Internet to choose a place to stay.
- ◆ 50% of the visitors from Florida used the Internet to make reservations.
- ◆ 51% of the visitors from Florida used the Internet for other purposes regarding this trip to Daytona Beach such as: finding general information about the area, lodging information/reservations, traveling directions/maps, car rental information/reservations, and/or flight information/reservations.

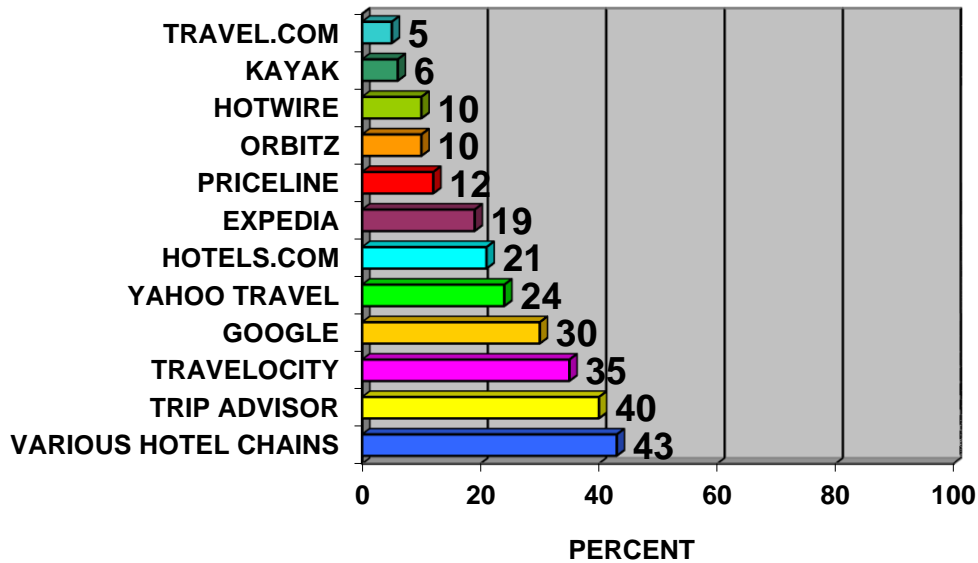
TRAVEL WEBSITES USED BY VISITORS FROM FLORIDA:



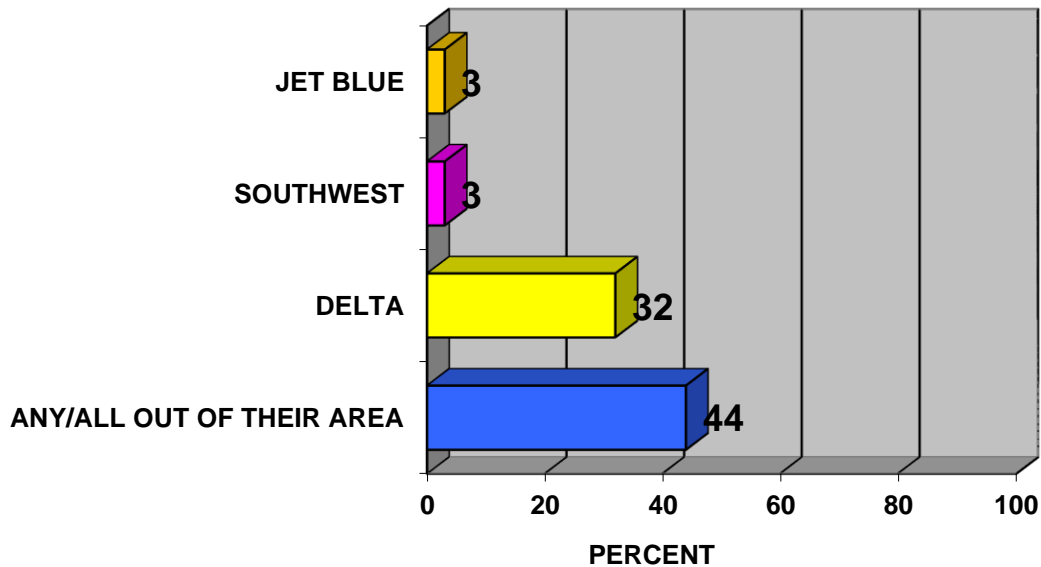
VISITORS FROM FLORIDA USED TRAVEL WEBSITES FOR:



TRAVEL WEBSITES USED BY VISITORS FROM FLORIDA FOR HOTELS:



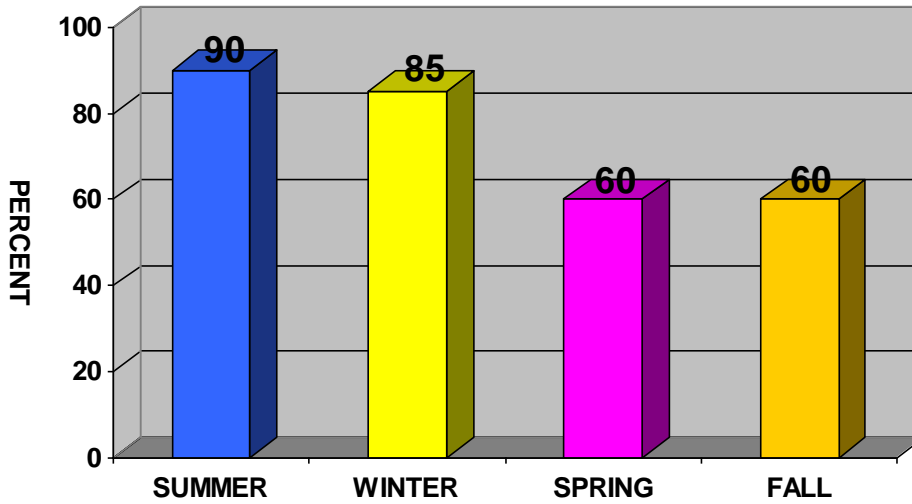
TRAVEL WEBSITES USED BY VISITORS FROM FLORIDA FOR AIRLINES:



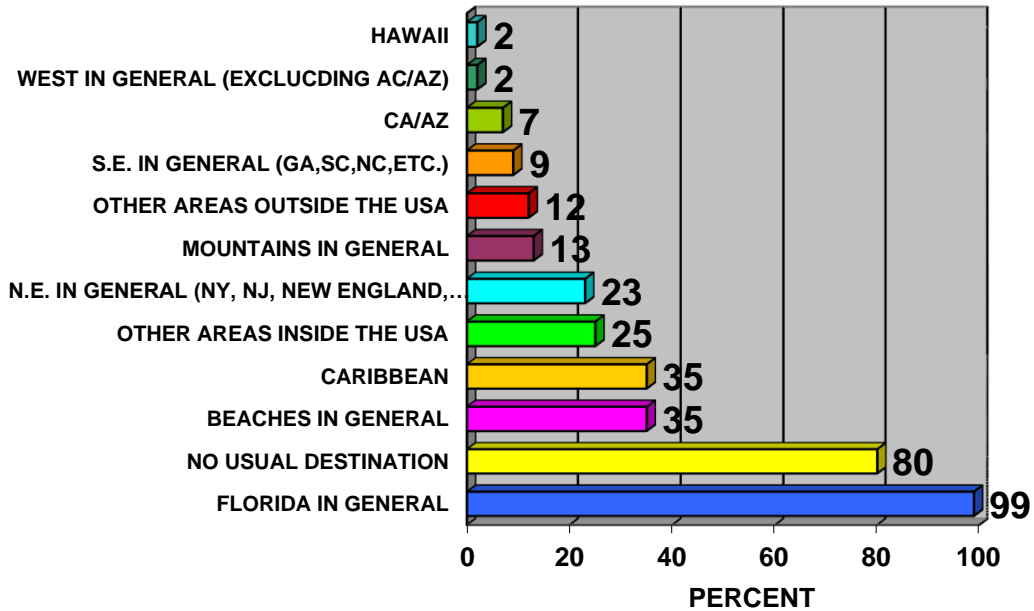
- ◆ 63% of the visitors from Florida are on Facebook
 - 99% use Facebook to let friends know what is new, 98% to see what is new with their friends, and 46% to talk about activities/vacations.
- ◆ 22% of the visitors from Florida use Twitter.

- ◆ 65% of the visitors from Florida take more than one vacation per year.

VISITORS FROM FLORIDA WHO TAKE MORE THAN ONE VACATION PER YEAR, GO IN:

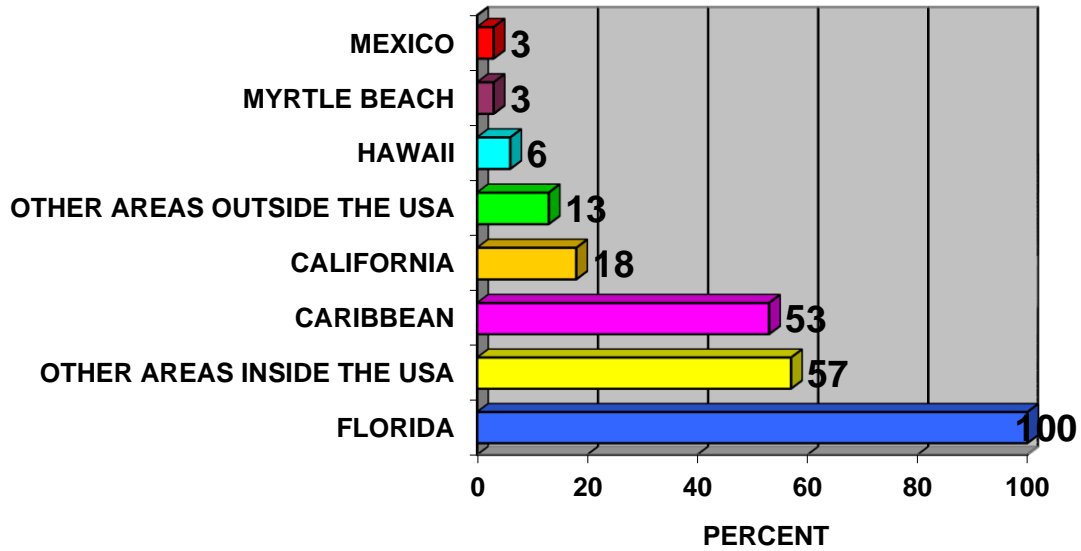


VISITORS FROM FLORIDA WHO TAKE MORE THAN ONE VACATION PER YEAR ALSO VACATION IN:

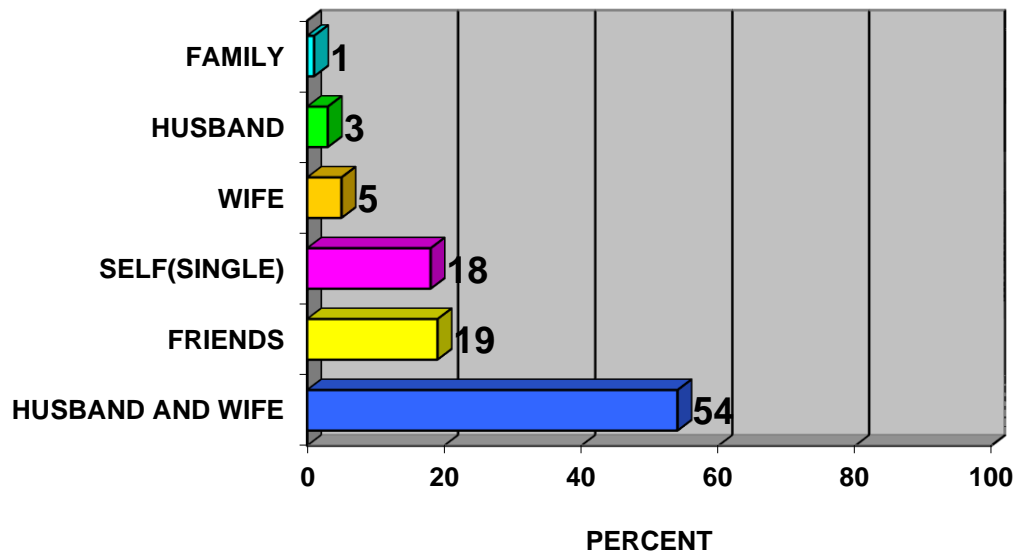


- ◆ 85% of the visitors from Florida have taken another warm weather vacation in the past five years.

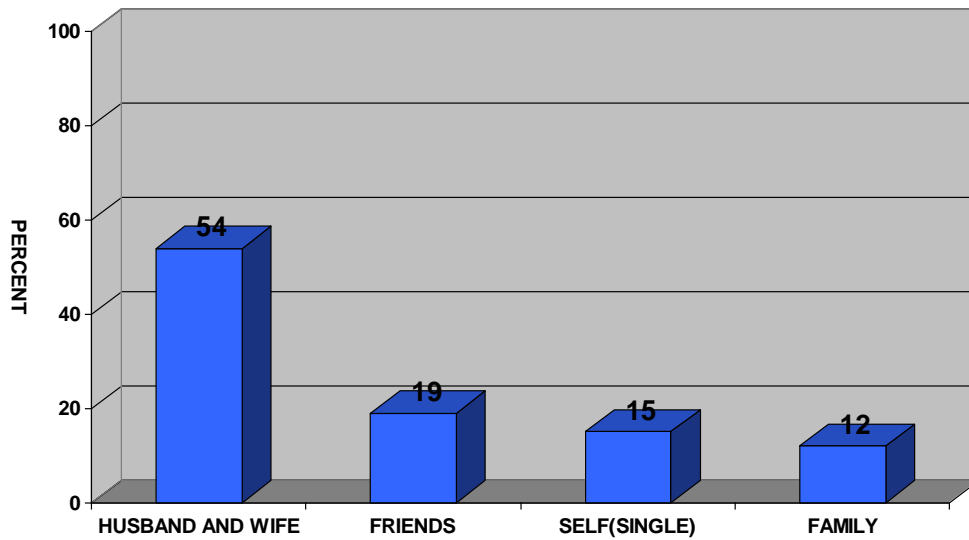
VISITORS FROM FLORIDA WHO HAVE TAKEN ANOTHER WARM WEATHER VACATION IN THE PAST 5 YEARS ALSO VACATION IN:



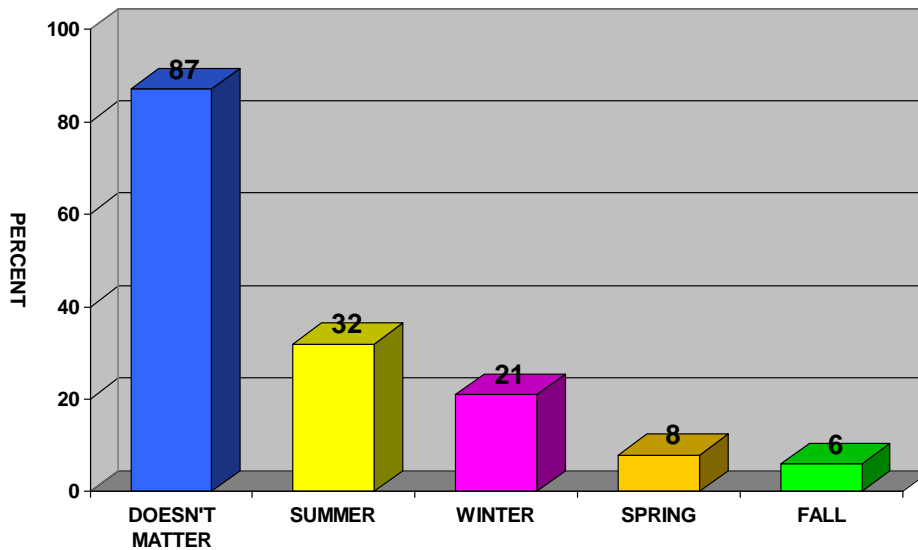
THE DECISION TO VISIT DAYTONA BEACH FOR VISITORS FROM FLORIDA WAS MADE BY:



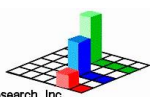
VISITORS FROM FLORIDA SAID THEIR VACATION WAS FOR:



THE MOST CONVENIENT/ONLY TIME VISITORS FROM FLORIDA VACATION, IS IN:

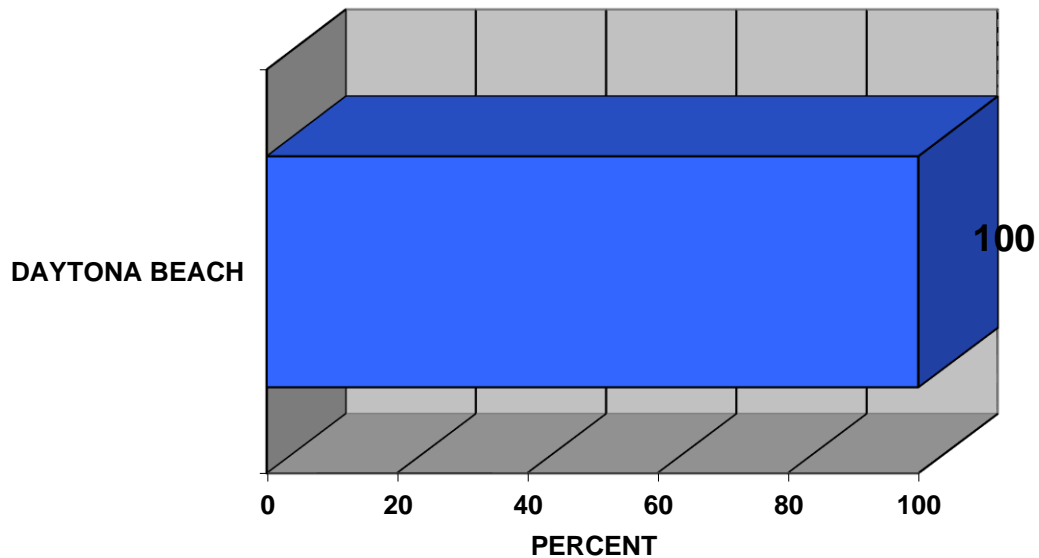


- ◆ The average party size for visitors from Florida was 2.5.
- ◆ 7% of visitors from Florida traveled with children age 12 and younger.
- ◆ 8% of the visitors from Florida traveled with teenagers.



- ◆ 43% traveled with friends/relatives; 54% met friends/relatives in Daytona Beach.
- ◆ Visitors from Florida said additional reasons to take a trip are: 32% said government/company business, 23% said convention/trade show, and 39% said to meet a cruise.
- ◆ 89% of the visitors from Florida traveled by auto and 11% by motorcycle.

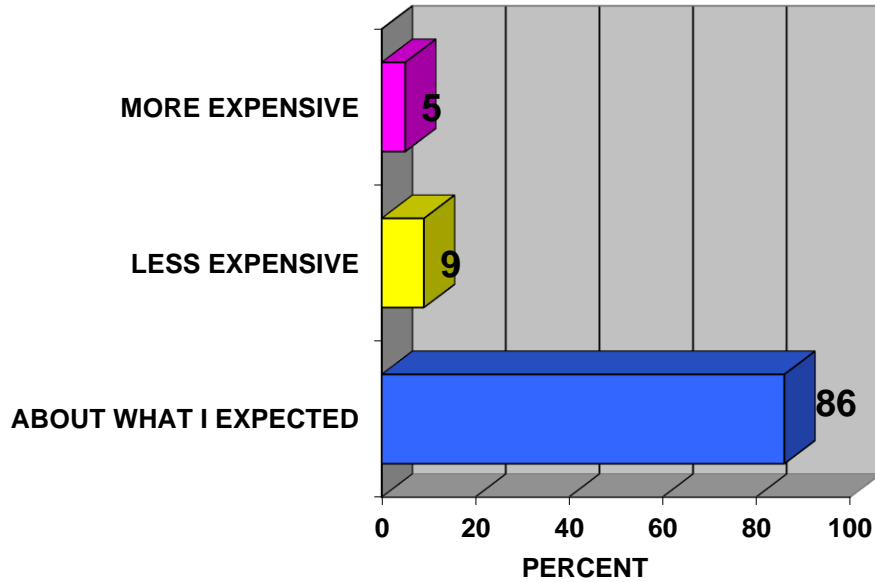
THE MAIN DESTINATION FOR VISITORS FROM FLORIDA WAS:



- ◆ The average number of days visitors from Florida spent away from home was 3.0.
- ◆ The average number of days spent in Daytona Beach was 3.0.
- ◆ The average amount of money spent in Daytona Beach per day, without lodging, by visitors' from Florida immediate party was about \$165.
- ◆ 78% of visitors from Florida made advanced reservations, with the average time in advance being between two to three months.
- ◆ 44% of visitors from Florida did not use a professional travel service.
 - 47% used a internet travel service.
 - 6% used a travel agent
 - 2% used an auto club
 - 1% used a timeshare.

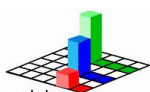
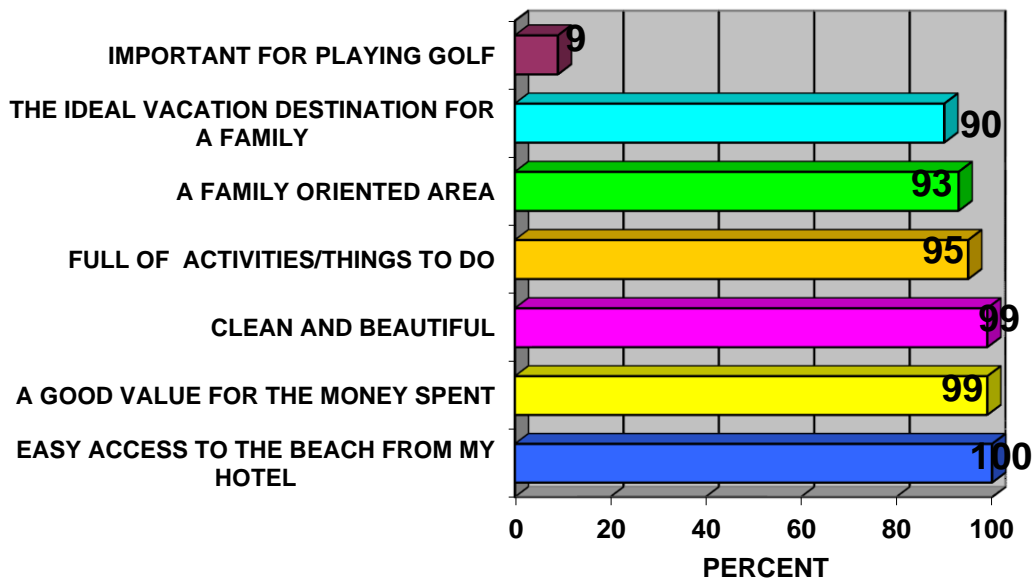
Satisfaction with Daytona Beach

VISITORS FROM FLORIDA FOUND DAYTONA BEACH TO BE:

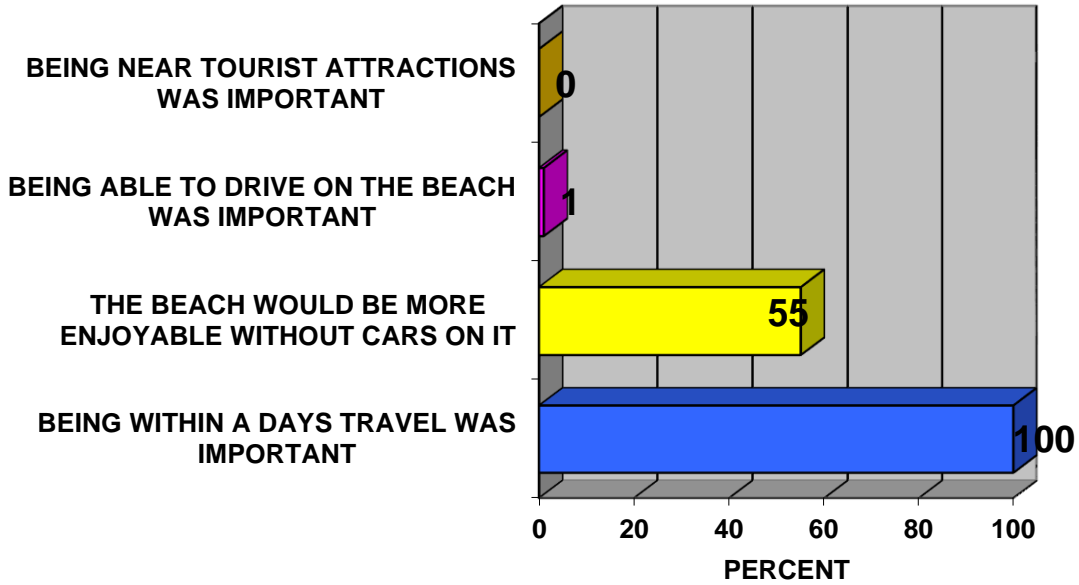


- ◆ While in Daytona Beach, 50% of the visitors from Florida took advantage of a room with a kitchenette.
- ◆ Trace of the visitors from Florida paid the fee to drive or park on the beach.
- ◆ 5% of visitors from Florida paid the fee to park in the parking garage.

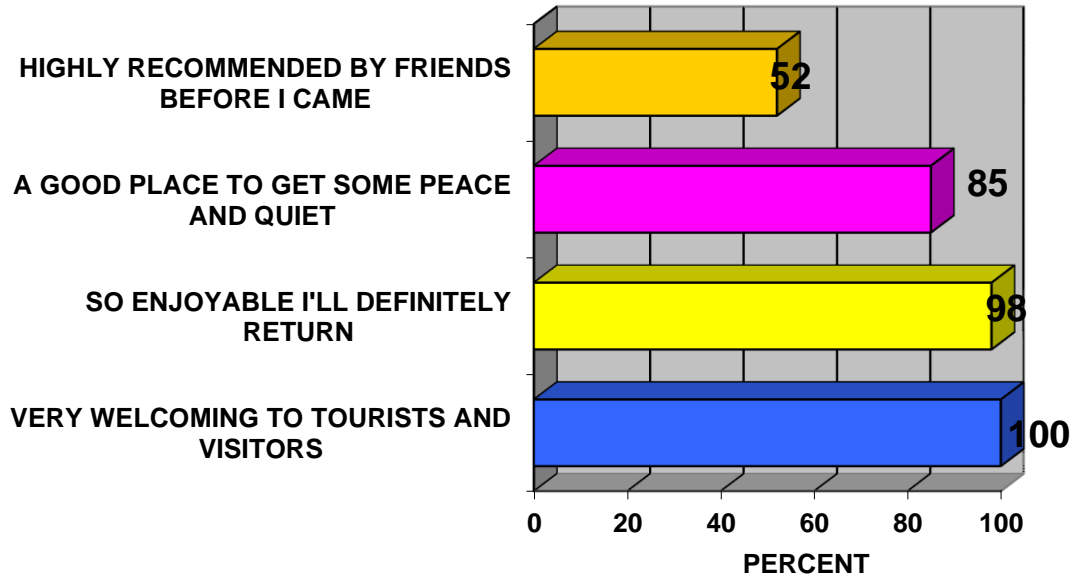
VISITORS FROM FLORIDA SAID THAT DAYTONA BEACH WAS:



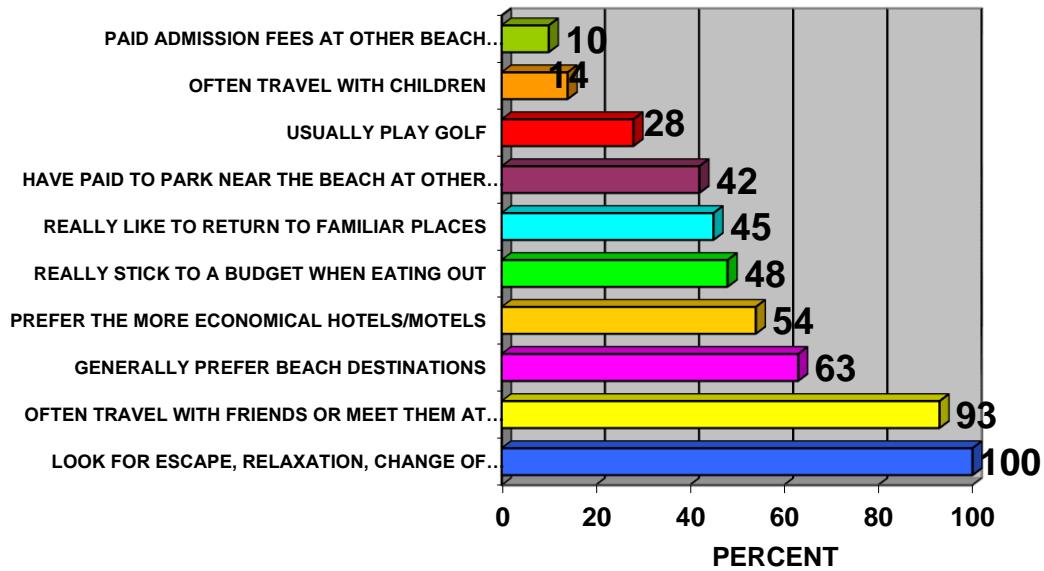
IN DECIDING ON DAYTONA BEACH, VISITORS FROM FLORIDA SAID:



VISITORS FROM FLORIDA SAID THAT DAYTONA BEACH WAS:



ON PLEASURE TRIPS VISITORS FROM FLORIDA:

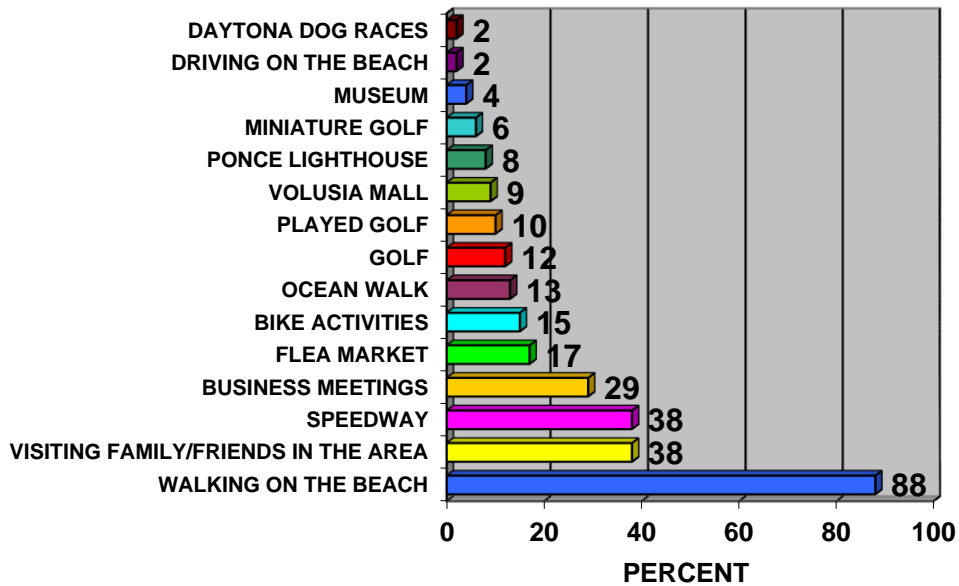


◆ Magazines received and read by members of visitors' from Florida households are:

55%	No magazines	6%	Sports Illustrated
28%	Modern Maturity	5%	Ladies Home Journal
19%	AAA Magazine	5%	National Geographic
14%	Readers Digest	4%	Better Homes & Gardens
13%	Car magazines - various	4%	Others
12%	Southern Living	4%	Time
9%	Golf magazines - various	4%	US News & World Report
9%	People Magazine	2%	Business Week
8%	Family Circle	1%	Fishing magazines - various
6%	Bikers magazines	Tr.	TV Guide

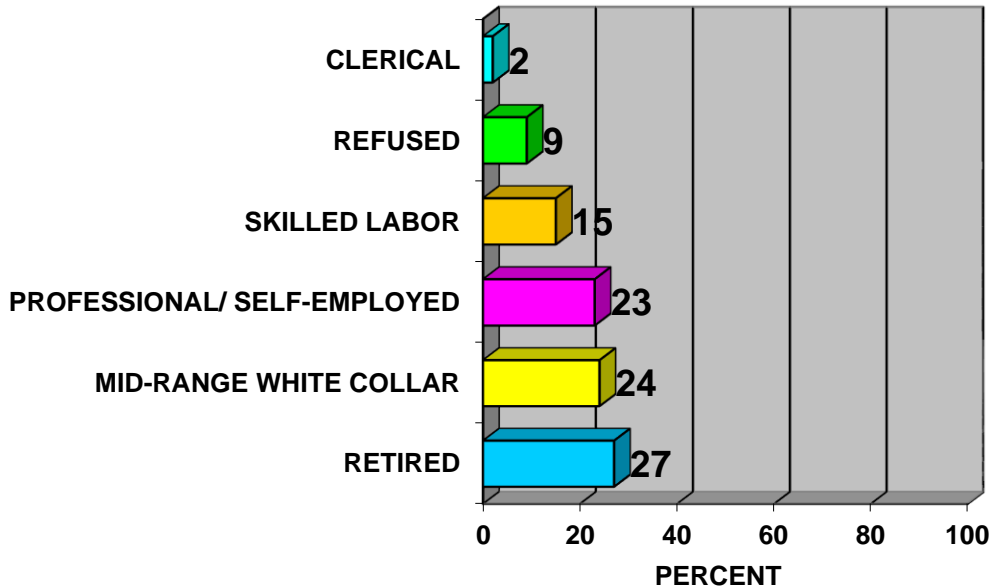


ACTIVITIES DONE BY VISITORS FROM FLORIDA WERE:



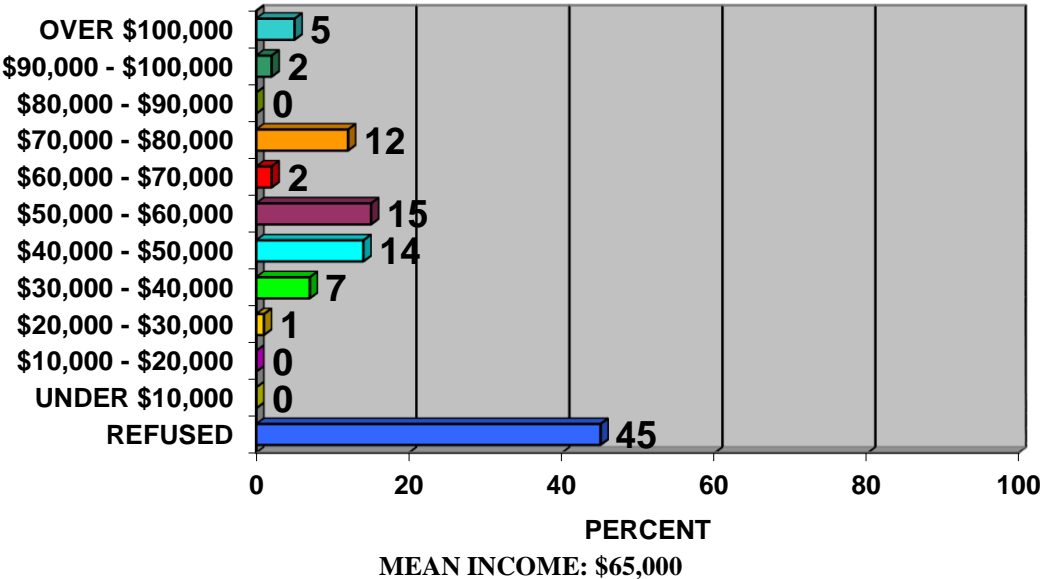
- ◆ All of the visitors from Florida would recommend Daytona Beach to others.
- ◆ 57% of the visitors from Florida to complete the survey were male, 43% were female.

OCCUPATION OF THE PRIMARY WAGE EARNER OF VISITORS' FROM FLORIDA HOUSEHOLD IS:

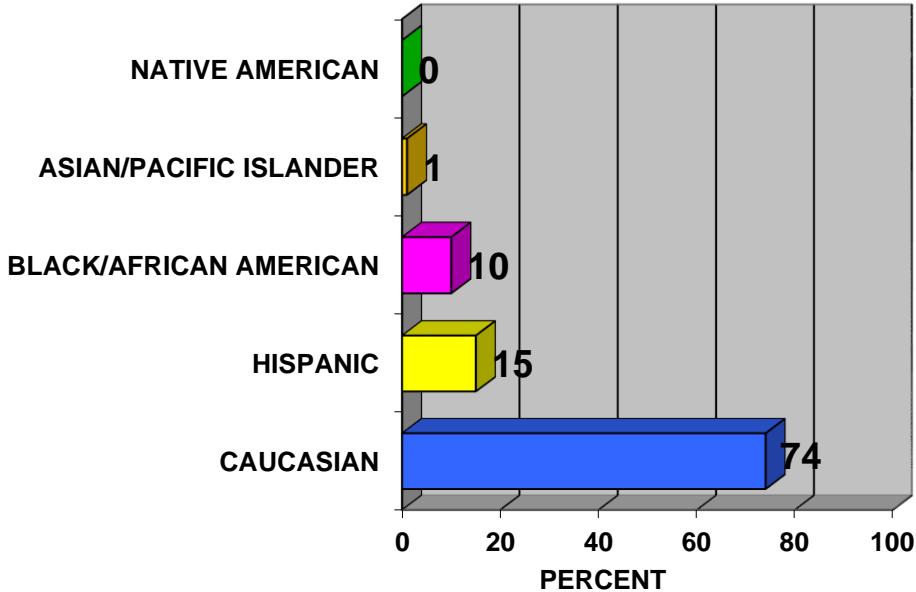


- ◆ Visitors from Florida were an average of 54 years old.
- ◆ 73% of visitors from Florida were married, and 27% were single.

VISITOR'S FORM FLORIDA ESTIMATED ANNUAL INCOME FROM ALL SOURCES BEFORE TAXES WAS:



THE RACIAL/ETHNIC GROUP FOR VISITORS FROM FLORIDA IS:



FEBRUARY 2016 DAYTONA BEACH POINTS OF ORIGIN

28%	Florida	2%	Tennessee	Tr.	Iowa
8%	Georgia	1%	Alabama	Tr.	Louisiana
8%	New York	1%	California	Tr.	Maine
7%	Ohio	1%	Kentucky	Tr.	Missouri
5%	North Carolina	1%	Maryland	Tr.	Nevada
4%	Illinois	1%	Texas	Tr.	New Hampshire
4%	Michigan	1%	Virginia	Tr.	Oklahoma
3%	Pennsylvania	Tr.	Arizona	Tr.	Rhode Island
2%	Indiana	Tr.	Arkansas	Tr.	Washington
2%	Massachusetts	Tr.	Colorado	Tr.	West Virginia
2%	New Jersey	Tr.	Connecticut	Tr.	Wisconsin
2%	South Carolina	Tr.	D. C.		

◆ **TOTAL U.S.A. 85%**

◆ **CANADA (8% of the total)**

5%	Ontario	Tr.	British Columbia
2%	Quebec	Tr.	New Brunswick
Tr.	Alberta	Tr.	Nova Scotia

◆ **FOREIGN (7% of the total)**

4%	U.K.	Tr.	Netherlands
2%	Germany	Tr.	Norway
Tr.	France	Tr.	Sweden
Tr.	Italy		

◆ **FLORIDA VISITORS (by percent of Florida total)**

29%	Orlando, Daytona Beach, Melbourne, Leesburg, Ocala
25%	Tampa, St. Petersburg, Clearwater, Sarasota, Lakeland, Winter Haven
11%	Miami, Fort Lauderdale, The Keys
10%	West Palm Beach, Fort Pierce, Vero Beach, St. Lucie, Boca Raton
9%	Jacksonville
6%	Gainesville
4%	Ft. Myers, Naples
2%	Tallahassee
1%	Panama City
1%	Pensacola, Ft. Walton Beach