

DECLARATION OF GEORGE SZIGETI

I, GEORGE SZIGETI, do declare and would competently testify as follows.

1. I am the President and Chief Executive Officer of the Hawai'i Tourism Authority (HTA). I have served in this role since May 2015. From 2012 to 2015, I was the President and CEO of the Hawai'i Lodging and Tourism Association, a private organization of Hawai'i tourism industry leaders, which represents over 700 lodging properties and businesses across the State.
2. The HTA was established in 1998 as the lead state agency for Hawaii's tourism industry. The HTA is the state agency charged with the research, development, and fostering of tourism in Hawai'i. HTA's mission is to strategically manage Hawai'i tourism in a sustainable manner consistent with economic goals, cultural values, preservation of natural resources, community desires, and visitor industry needs.
3. The Tourism Special Fund was also established in 1998. It is a set percentage of the transient accommodations tax collections that is assessed on hotels, vacation rentals, and other accommodations. It is used by the HTA to market, develop, and support Hawaii's tourism economy.
4. Among its responsibilities, HTA is charged with:
 - a. setting tourism policy and direction from a statewide perspective;

- b. developing and implementing the State's tourism marketing plan and efforts;
 - c. supporting programs and initiatives that enhance and showcase Hawaii's diverse peoples, places, and cultures of the islands, in order to deliver an incomparable visitor experience, including supporting Native Hawaiian culture and community, signature events and festivals, and preservation and proper use of Hawaii's striking natural resources;
 - d. managing programs and activities to sustain a healthy tourism industry for the State;
 - e. coordinating tourism-related research, planning, promotional and outreach activities with the public and private sectors; and
 - f. encouraging distribution of visitors across all of the Hawaiian Islands to balance capacity.
5. HTA maintains data regarding visitor arrivals and total visitor spending for various regions around the world.
6. The data maintained by our agency shows the following for the last five years:

	2012	2013	2014	2015	2016
Total Visitor Expenditures (in Million \$)	\$14,364.8	\$14,520.5	\$14,973.3	\$15,110.9	\$15,745.7
Total arrivals (by air and cruise ships)					
Total arrivals (by air and cruise ships)	8,028,743	8,174,461	8,320,785	8,679,564	8,941,394
Arrivals by Air	7,867,143	8,003,474	8,196,342	8,563,018	8,832,598
Arrivals by cruise ship	161,600	170,987	124,443	116,546	108,796

The total visitor expenditures reported in this chart from 2012-2015 includes supplemental business expenditures. For 2016, the data is preliminary and the supplemental business expenditures have been estimated.

7. To translate, Hawaii's tourism industry brought well over \$14 billion into the State during 2012 to 2014. In 2015 and 2016, it brought in over \$15 billion. Tourism is the leading economic driver in the State.
8. As this data shows, airline travel is far and away the preferred method to travel to Hawai'i. In 2016, for example, a total of 8,941,394 people arrived in the islands. Only 108,796 of this total (1.2%) arrived by cruise ship.
9. Our data also shows that there is a steady flow of visitors from the Middle East and Africa. The data maintained by our agency shows the following for the last five years:

Visitor Arrivals	2012	2013	2014	2015	2016
Middle East	3,565	3,182	5,784	6,804	5,451
Africa	1,345	1,111	1,877	2,090	1,725

This data reflects visitor arrivals, in surveys taken for air arrivals. The 2016 data is preliminary.

10. The data maintained by our agency also shows the following monthly arrivals from the Middle East and Africa for the same time period (January to August) in 2017 and 2016:

	Middle East		Africa	
	2017	2016	2017	2016
January	278	348	89	141
February	155	403	38	119
March	284	320	86	73
April	300	322	98	134
May	323	442	119	162
June	263	338	152	102
July	694	881	258	113
August	587	874	155	315
Total	2,884	3,928	995	1,159

These statistics are preliminary and are based on survey data.

11. Therefore, this data shows that 2,884 visitors arrived from the Middle East from January to August 2017. This is a decrease from 3,928 visitors from the same region from January to August 2016.

12. This data also shows that 995 visitors arrived from Africa from January to August 2017. This is a decrease from 1,159 visitors who arrived from Africa from January to August 2016.
13. As our data is maintained, the region Middle East includes Iran, Syria, and Yemen.
14. As our data is maintained, the region Africa includes Chad, Libya, and Somalia.
15. HTA also maintains data about the reasons why visitors come to Hawai'i, such as vacation, business, or to visit family and friends.
16. Our data shows that in 2016, Hawai'i hosted more than 8.8 million visitors by air. Of these over 8.8 million visitors, approximately 5.4 million visitors came from elsewhere in the United States; 1.5 million came from Japan; 478,000 came from Canada; 443,000 came from other Asian countries; 399,000 came from Oceania (including Australia and New Zealand); 142,000 came from Europe; 26,000 came from Latin America; and another 325,000 came from the rest of the world (including the Middle East and Africa).
17. Of the 8.8 million total visitors who came to Hawai'i in 2016, 8.2% of them (more than 720,000) came to visit family and friends here. Of the 325,000 visitors who came to Hawai'i in 2016 from the areas of the globe that include

the Middle East and Africa, 12.3% of them (nearly 40,000) came to visit family and friends here.

18. Our data shows that in 2015, Hawai'i hosted more than 8.5 million visitors by air. Of these over 8.5 million visitors, approximately 5.3 million visitors came from elsewhere in the United States; 1.5 million came from Japan; 512,000 came from Canada; 393,000 came from other Asian countries; 399,000 came from Oceania (including Australia and New Zealand); 145,000 came from Europe; 28,000 came from Latin America; and another 290,000 came from the rest of the world (including the Middle East and Africa).
19. Of the 8.5 million visitors who came to Hawai'i in 2015, 8.4% of them (more than 717,000) came to visit family and friends here. Of the 290,000 visitors who came from the areas of the globe that include the Middle East and Africa, 11.9% of them (around 34,000) came to visit family and friends here.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on 6 of October, 2017, in Honolulu, Hawai'i.


George Szigeti