



Traveler Confidence Index USA Edition April 2021



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Introduction

Decimated by the 2020 global pandemic, the travel industry is suffering a record economic setback. In order to recover, the marketplace participants are working to adapt to the immediate crisis until the long road to recovery can begin.

The key to that long-term recovery is rebuilding consumer and corporate confidence in traveling again. This initially hinges on the timelines for the development and widespread dissemination of COVID-19 vaccines. However, sharing best practices globally and instituting responsible government policy is equally, if not more important to impacting successful outcomes over the next 3+ years.

Phases of Recovery

CURRENT STATE: PRE-RECOVERY FEBRUARY 2020 -

- AUGUST 2021
- ------

*Short-term gains will be largely neutralized by outbreak setbacks during the remainder of 2020 and early 2021

*Overall consumer and corporate confidence uncertainty remains very low

RECOVERY PHASE 1 SEPTEMBER 2021 -DECEMBER 2023

*Widespread vaccine dissemination occurs

*Economy finds level ground allowing recovery to start with certainty

*Initial 18-24 month period of recovery is driven by pentup leisure demand and tightly controlled business travel expenditure

RECOVERY PHASE 2 2024 - 2025

*New baseline is established which will determine length and strength of the recovery

*Policies and best practices implemented in 2021 will reach maturity



Rebuilding the travel industry is a key driver in rebuilding our global economy. Therefore, the effort to prepare for and implement a coordinated global campaign for the recovery of the travel industry must begin now. Travel Again released the Global Travel Recovery Framework - a robust plan that provides a framework for safely rebuilding the travel industry, along with specific priorities and recommendations. Learn more: travelagainproject.org/global-framework

This index has been developed to measure traveler confidence for both the business and leisure traveler. This will guide the prioritization of future travel industry initiatives by measuring the impact on traveler confidence.



Key Takeaways

Key takeaways from this study are:

- On April 30, the Transportation Security Administration (TSA) announced the extension of the federal mask mandate on planes, in airports and on public transportation through September 13, 2021.
 - The vast majority of travelers support this extension with 78% of leisure travelers and 77% of business travelers believing it should be extended.
 - In fact, 39% of leisure travelers and 37% of business travelers believe the mask mandate should be extended until the U.S. reaches 80% vaccination rate.
- Leisure travel continues to lead the way in this very early stage of travel recovery as we saw the largest divergence in the Index since October, with leisure travel reaching 3.54 and business travel dropping slightly since last month to 3.18.
 - Over 75% of leisure travelers would travel domestically for leisure purposes in the next 6 months, a significant jump from 67% last month and the highest level reached during the pandemic.
 - More leisure travelers have made future reservations than business travelers (47% vs. 20%).
- The percentage of travelers that are fully "ready to travel" showed improvement on the leisure side jumping from 16% to 25% since March while it fell from 25% to 20% for business travelers during the same time period. Overall these numbers are still very low.
- The number of vaccinated travelers continues to rise with nearly three-quarters of all travelers having received at least one dose of the COVID-19 vaccination.

Traveler Confidence Index

Business Traveler Confidence Index - USA: April 2021







Qualitative Questions: Business Travelers

Q1: How many times have you traveled on an airplane and/or stayed in a hotel for business since March 2020?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| 0 | 87.10% | 76.8% | 74.4% |
| 1 | 10.48% | 18.4% | 15.2% |
| 2+ | 2.42% | 4.8% | 10.4% |

Q2: Would you travel domestically for business purposes in the next 90 days if asked by your company?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 48.39% | 60.8% | 55.2% |
| No | 29.84% | 15.2% | 24.0% |
| Uncertain | 21.77% | 24.0% | 20.8% |

Q3: Would you travel internationally for business purposes in the next 90 days if asked by your company?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 37.90% | 37.6% | 35.2% |
| No | 45.16% | 40.0% | 42.4% |
| Uncertain | 16.94% | 22.4% | 22.4% |

Q4: Have you made future reservations that include traveling on an airplane and/or staying in a hotel for business travel?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 11.29% | 19.2% | 20.0% |
| No | 88.71% | 80.8% | 80.0% |

Q5: Please rate your overall confidence level in traveling for business if required by your employer. (1=no confidence; 5=ready to travel now)

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|-------------------------|--------------------|--------------------|--------------------|
| 1 (no confidence) | 14.52% | 8.0% | 9.6% |
| 2 | 24.19% | 22.4% | 22.4% |
| 3 | 33.87% | 36% | 28.8% |
| 4 | 8.06% | 8.0% | 19.2% |
| 5 (ready to travel now) | 19.35% | 25.6% | 20.0% |

Qualitative Questions: Business Travelers

(continued)

Q6: Would you be willing to take multiple COVID tests before and during travel, and share your results to resume traveling without restrictions?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 74.80% | 79.2% | 71.2% |
| No | 25.20% | 20.8% | 28.8% |

Q7: Which of the following would increase your confidence in traveling (check all that apply)?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|-------------------------------|--------------------|--------------------|--------------------|
| Frequent Cleaning | 73.77% | 73.55% | 61.79% |
| Masks Required | 86.07% | 78.51% | 72.36% |
| COVID testing for yourself | 61.48% | 60.33% | 44.72% |
| Mandatory COVID testing | | | |
| for all travel provider staff | 62.30% | 63.64% | 52.03% |
| Limited crowd size | 73.77% | 69.42% | 70.73% |
| Middle seats empty | 80.33% | 72.73% | 70.73% |
| Social Distancing required | 74.59% | 65.29% | 66.67% |
| Vaccination for yourself | 62.30% | 69.42% | 72.36% |
| Vaccination for travel | | | |
| provider | 58.20% | 66.12% | 66.67% |

Q8: Will you take the COVID-19 Vaccine when it is available to you?

| Answer Choices | Responses - Feb-2 ² | 1 Responses - Mar-21 | Responses - Apr-21 |
|-----------------------|--------------------------------|----------------------|--------------------|
| Yes | 83.06% | 34.96% | 12.8% |
| No | 16.94% | 13.82% | 14.4% |
| I've already received | | | |
| at least one shot | | 51.22 | 72.8 |

Qualitative Questions: Business Travelers (continued)

Q9: The U.S. mask mandate for domestic and international flights is set to expire on May 11, 2021. When thinking about domestic flights only, which best describes how you feel:

| Answer Choices | Responses - Apr-21 |
|--|--------------------|
| The mask mandate for domestic flights should expire on May 11, 202 | 1 23.2% |
| The mask mandate for domestic flights should be extended until the F | Fall 15.2% |
| The mask mandate for domestic flights should be extended until 80% | of |
| US residents are vaccinated | 36.8% |
| The mask mandate for domestic flights should be extended indefinite | ly 24.8% |

Qualitative Questions: Leisure Travelers

Q1: How many times have you traveled on an airplane and/or stayed in a hotel (or vacation rental property) for leisure reasons since March 2020?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| 0 | 66.09% | 63.2% | 67.72% |
| 1 | 23.48% | 20.0% | 18.9% |
| 2+ | 10.43% | 16.8% | 13.39% |

Q2: If you could afford to do so, would you travel domestically for leisure purposes in the next 6 months?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 62.61% | 67.2% | 75.59% |
| No | 17.39% | 8.8% | 10.24% |
| Uncertain | 20.00% | 24.0% | 14.17% |

Q3: If you could afford to do so, would you travel internationally for leisure purposes in the next 6 months?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 30.43% | 35.2% | 37.8% |
| No | 39.13% | 39.2% | 39.37% |
| Uncertain | 30.43% | 25.6% | 22.83% |

Q4: Have you made future reservations that include traveling on an airplane and/or staying in a hotel (or vacation rental property) for leisure travel?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 29.57% | 46.4% | 47.24% |
| No | 70.43% | 53.6% | 52.76% |

Q5: Please rate your overall confidence level in traveling for business if required by your employer. (1=no confidence; 5=ready to travel now)

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|-------------------------|--------------------|--------------------|--------------------|
| 1 (no confidence) | 6.96% | 5.6% | 2.36% |
| 2 | 26.09% | 15.2% | 11.02% |
| 3 | 33.91% | 41.6% | 42.52% |
| 4 | 18.26% | 20.8% | 18.9% |
| 5 (ready to travel now) | 14.78% | 16.8% | 25.2% |

Qualitative Questions: Leisure Travelers

(continued)

Q6: Would you be willing to take multiple COVID tests before and during travel, and share your results to resume traveling without restrictions?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|----------------|--------------------|--------------------|--------------------|
| Yes | 72.17% | 79.2% | 67.72% |
| No | 27.83% | 20.8% | 32.28% |

Q7: Which of the following would increase your confidence in traveling (check all that apply)?

| Answer Choices | Responses - Feb-2 | 1 Responses - Mar-21 | Responses - Apr-21 |
|------------------------------|-------------------|----------------------|--------------------|
| Frequent Cleaning | 72.57% | 66.94% | 64.8% |
| Masks Required | 78.76% | 77.42% | 68.8% |
| COVID testing for yoursel | f 52.21% | 55.23% | 40.0% |
| Mandatory COVID testing | | | |
| for all travel provider staf | f 52.21% | 55.65% | 48.8% |
| Limited crowd size | 67.26% | 65.32% | 66.4% |
| Middle seats empty | 64.60% | 70.16% | 61.6% |
| Social Distancing required | d 64.60% | 63.71% | 59.2% |
| Vaccinations for yourself | 53.98% | 71.77% | 70.4% |
| Vaccinations for travel | | | |
| provider staff | 46.90% | 63.71% | 62.4% |

Q8: Will you take the COVID-19 Vaccine when it is available to you?

| Answer Choices | Responses - Feb-21 | Responses - Mar-21 | Responses - Apr-21 |
|-----------------------|--------------------|--------------------|--------------------|
| Yes | 81.58%% | 45.6% | 14.96% |
| No | 18.42% | 8.8% | 13.39% |
| I've already received | | | |
| at least one shot | | 45.6% | 71.65% |

Qualitative Questions: Leisure Travelers (continued)

Q9: The U.S. mask mandate for domestic and international flights is set to expire on May 11, 2021. When thinking about domestic flights only, which best describes how you feel:

| Answer Choices | Responses - Apr-21 |
|--|--------------------|
| The mask mandate for domestic flights should expire on May 11, 202 | 1 22.05% |
| The mask mandate for domestic flights should be extended until the F | all 22.05% |
| The mask mandate for domestic flights should be extended until 80% | of |
| US residents are vaccinated | 38.58% |
| The mask mandate for domestic flights should be extended indefinite | y 17.32% |

Methodology

This independent research was conducted online in the United States between April 27-29, 2021 for business and leisure travelers. Pre-qualified business travelers and leisure travelers were asked to participate in this study by invitation. In total, 252 individuals responded to the survey. Among all survey respondents, 50.4% were leisure travelers and 49.6% were business travelers. The margin of error of the results is +/- 8.6%. Demographic information of the respondents is as follows:

Business Travelers

Mountain

Pacific

Leisure Travelers

| Gender | | Gender | |
|----------------------|-----------|----------------------|-----------|
| Answer Choices | Responses | Answer Choices | Responses |
| Male | 48.0% | Male | 48.0% |
| Female | 52.0% | Female | 52.0% |
| Household Income | | Household Income | |
| Answer Choices | Responses | Answer Choices | Responses |
| <\$50,000 | 15.2% | <\$50,000 | 21.26% |
| \$50,000-\$74,999 | 8.0% | \$50,000-\$74,999 | 17.32% |
| \$75,000-\$99,999 | 16.0% | \$75,000-\$99,999 | 16.54% |
| \$100,000-\$124,999 | 12.8% | \$100,000-\$124,999 | 14.96% |
| \$125,000-\$149,999 | 8.8% | \$125,000-\$149,999 | 4.72% |
| \$150,000-\$174,999 | 8.8% | \$150,000-\$174,999 | 3.94% |
| \$175,000-\$199,999 | 2.4% | \$175,000-\$199,999 | 0.79% |
| \$200,000+ | 13.6% | \$200,000+ | 7.87% |
| Prefer not to answer | 14.4% | Prefer not to answer | 12.6% |
| Location | | Location | |
| Answer Choices | Responses | Answer Choices | Responses |
| New England | 6.5% | New England | 7.2% |
| Middle Atlantic | 13.01% | Middle Atlantic | 13.6% |
| East North Central | 15.45% | East North Central | 15.2% |
| West North Central | 8.95% | West North Central | 6.4% |
| South Atlantic | 10.57% | South Atlantic | 15.2% |
| East South Central | 3.25% | East South Central | 2.4% |
| West South Central | 7.32% | West South Central | 9.6% |
| | | | |

Mountain

Pacific

9.76%

25.2%

10.4%

20.0%