

KENNEBEC VALLEY

2024 Economic Impact & Visitor Tracking Report

DECEMBER 2023 – NOVEMBER 2024



STUDY OBJECTIVES: VISITOR JOURNEY

This report presents information about visitors to Maine from December 2023 to November 2024. In the report, we follow the visitors in their journeys from pre-trip planning to the impact of their expenditures in the state. Along the way, we examine profiles of visitors, their experiences in our destination, and how they evaluate experiences in Maine.

Pre-Visit

- Planning and booking cycle
- Planning sources
- Reasons for visiting
- Other considered destinations
- TV Shows & Film influence
- Exposure to advertising
- Advertising sources

Traveler Profile

- Visitor origin
- Travel party composition
- Visitor demographics
- Previous visits

Trip Experience

- Visitor transportation
- Nights stayed
- Accommodations
- Trip information sources
- Visitor activities
- Other areas visited

Post-Trip Evaluation

- Recommending Maine
- Satisfaction with trip
- Likelihood of returning
- Satisfaction with Maine
- Perceptions of overcrowding

Impact of Tourism

- Visitor direct spending
- Number of visitors
- Room nights generated
- Occupancy rate
- Average daily room rates
- Revenue per available room

EXECUTIVE SUMMARY



KENNEBEC VALLEY

Compared to visitors in most other regions, visitors to the Kennebec Valley region are more likely to:

- » Visit a location of a TV show or film while in Maine, regardless of whether their visit was inspired by watching that show or film
- » More heavily rely on the advice of friends and family when planning their trip
- » Visit Maine's social media while planning their trip
- » Visit Maine to visit friends/relatives



VISITOR JOURNEY: IMPACT OF TOURISM

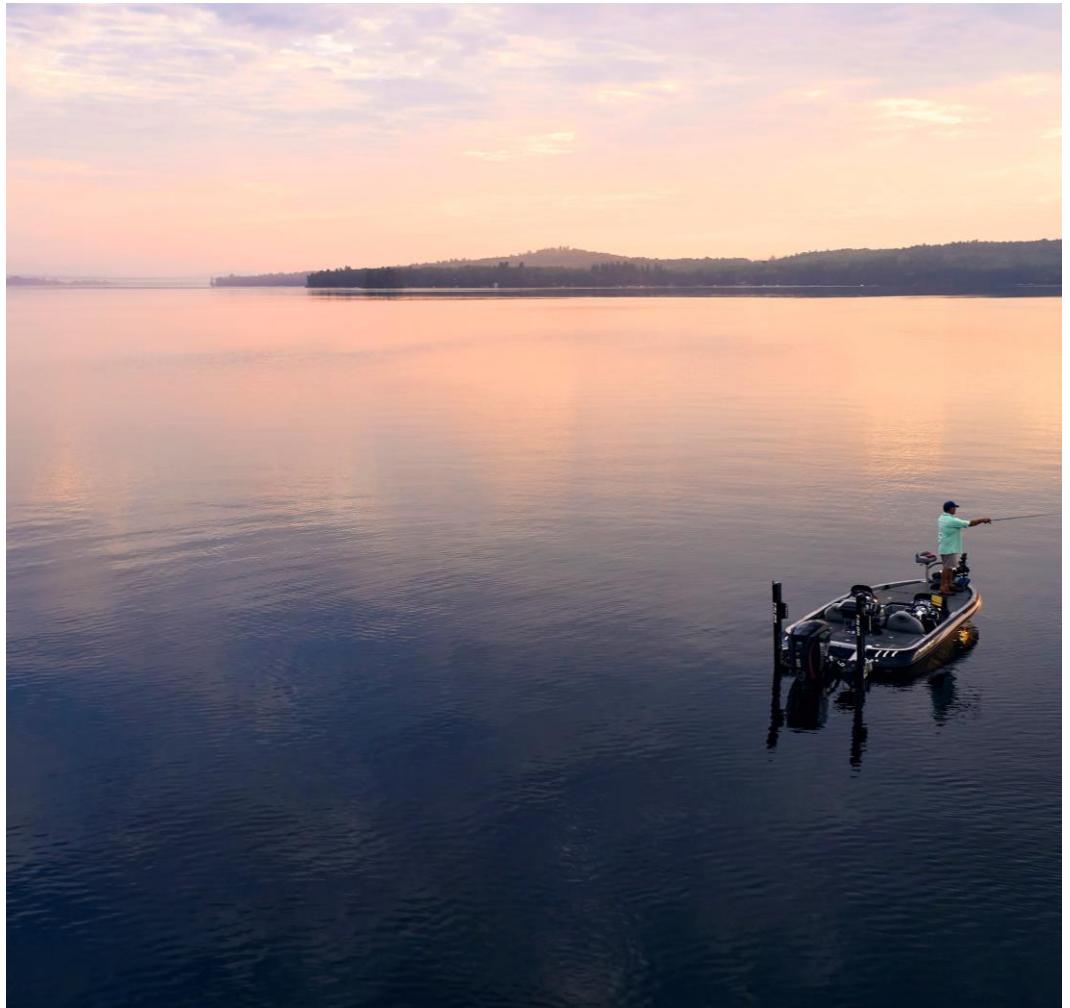


ECONOMIC IMPACT

Visitor spending generated

\$779,513,800

in economic impact to Kennebec Valley's economy, down 5.7% from 2023



DIRECT SPENDING

Visitors to Kennebec Valley spent

\$528,249,100

throughout the area in 2024 on accommodations, transportation, groceries, restaurants, shopping, entertainment, and other expenses, down 4.6% from 2023



VISITORS*

Kennebec Valley attracted

813,700

visitors in 2024, down 10.1% from 2023



*There were fewer visitors staying in second homes or with friends/relatives in 2024 resulting in fewer visitors overall.

VISITORS DAYS*

All visitors to Kennebec Valley spent

3,996,400

days in Kennebec Valley throughout 2024,
down 18.5% from 2023



*Visitor days is the total number of days spent by visitors in the state of Maine. This includes overnight visitors and day trippers.

ROOM NIGHTS

Visitors to Kennebec Valley generated

627,000

nights in Kennebec Valley accommodations
throughout 2024, up 3.8% from 2023



JOBS SUPPORTED

Visitors to Kennebec Valley supported

6,200

jobs throughout the area in 2024, down 8.8%
from 2023*



*2023 figure has been updated due to revised IMPLAN models.

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WAGES GENERATED

Visitors to Kennebec Valley supported

\$270,405,900

in wages paid to Kennebec Valley employees in
2024, down 3.8% from 2023*



*2023 figure has been updated due to revised IMPLAN models.

VISITORS & JOBS

Every
131
visitors supports a new job in Kennebec Valley



HOUSEHOLD SAVINGS

Visitors to Kennebec Valley saved local households

\$1,012

in state and local taxes in 2024



LODGING METRICS*

Occupancy Rate

52.3%

+ 4.1% from 2023

Average Daily Rate

\$148.43

- 3.7% from 2023

Revenue per Available Room

\$77.58

+ 0.3% from 2023

*Lodging metrics include all paid accommodations type like hotels, vacation rentals, B&B, etc.

Sources: Key Data & STR.

More units available in 2024.

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RESEARCH

VISITOR JOURNEY: PRE-VISIT

Pre-Visit

Traveler
Profile

Trip
Experience

Post-Trip
Evaluation

Impact of
Tourism

TRIP PLANNING AND BOOKING CYCLE

- » **Extended Planning Cycle:** The percentage of visitors planning their trips 4 months or less in advance has risen to **73%**, marking a 2% point increase.
- » **Shortened Booking Window:** Conversely, **61%** of visitors are booking their trips within three months of travel, representing a 3% point decrease.



TOP TRIP PLANNING SOURCES*



46% Advice from family/friends



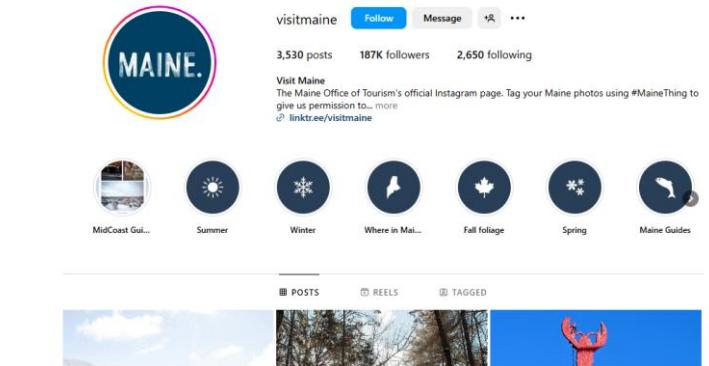
30% Online search engines



17% Online Travel Agency



16% Facebook



18% Visit Maine Social Media



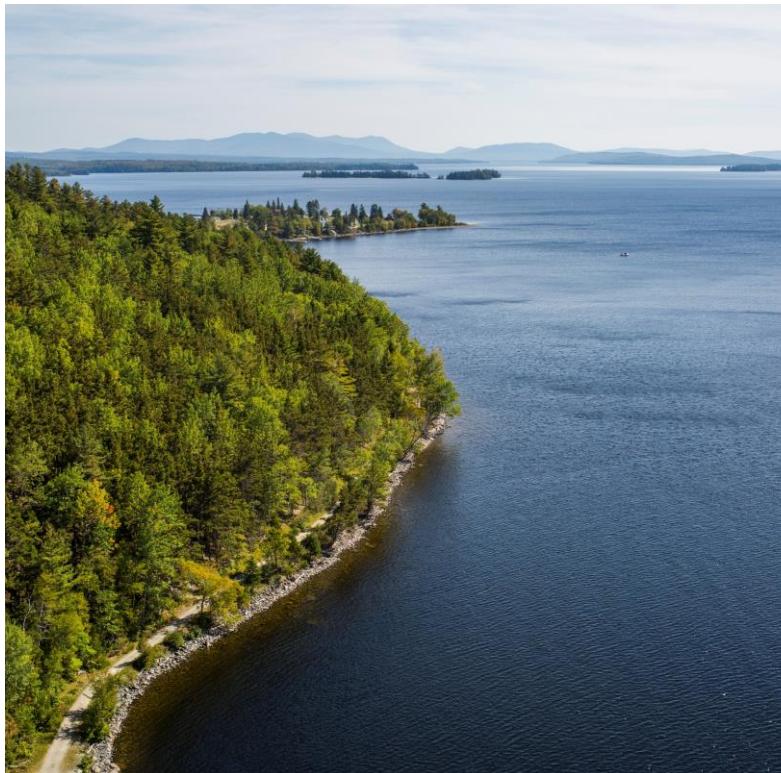
16% Articles and travelogues

*Multiple responses permitted.

TOP REASONS FOR VISITING*



35% Visit friends/family



26% Relax and unwind



25% Sightseeing and touring

CONSIDERING MAINE AS A DESTINATION

- » Fewer visitors (-9% points) considered **ONLY** Maine in their trip planning
- » More visitors considered visiting New Hampshire (+6% points) and Massachusetts (+4% points) as alternatives
- » Visitors continued to be more likely to consider visiting nearby U.S. states rather than visiting Canadian provinces



TV SHOWS & FILM

- » **12%** of visitors said a TV show or film inspired their trip to Maine
- » **58%** of visitors who were inspired by a TV show or film said visiting a location of a TV show/film was one of the activities they engaged in
- » **26%** of visitors who were not initially motivated by a TV show or film still visited an attraction related to one during their trip to Maine



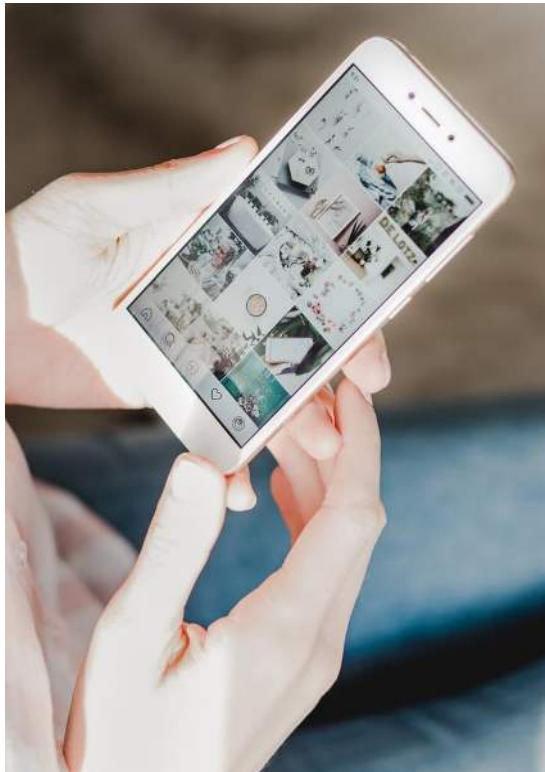
PRE-TRIP RECALL OF ADVERTISING

- » Over **2 in 5** visitors recalled advertising or promotions for Maine prior to their trip (-5% points from 2023)
- » This information influenced **20%** of visitors to Maine (-5% points from 2023)

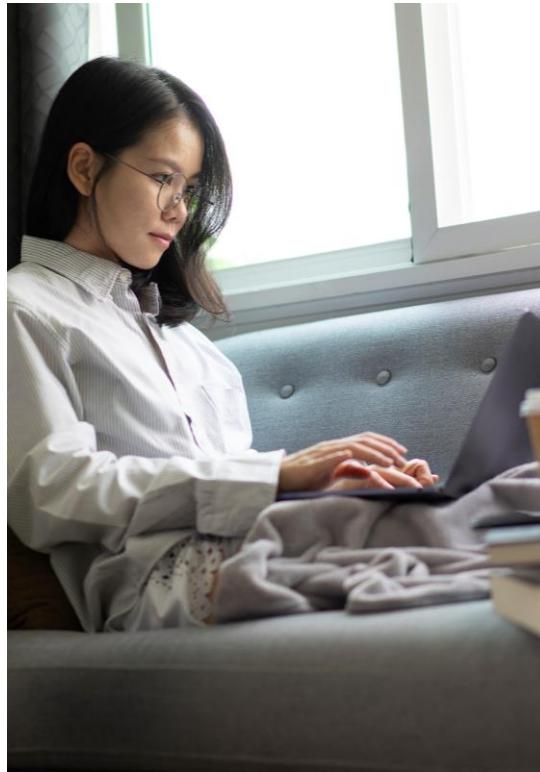


TOP SOURCES OF ADVERTISING RECALL*

Base: 41% of visitors who recalled advertising



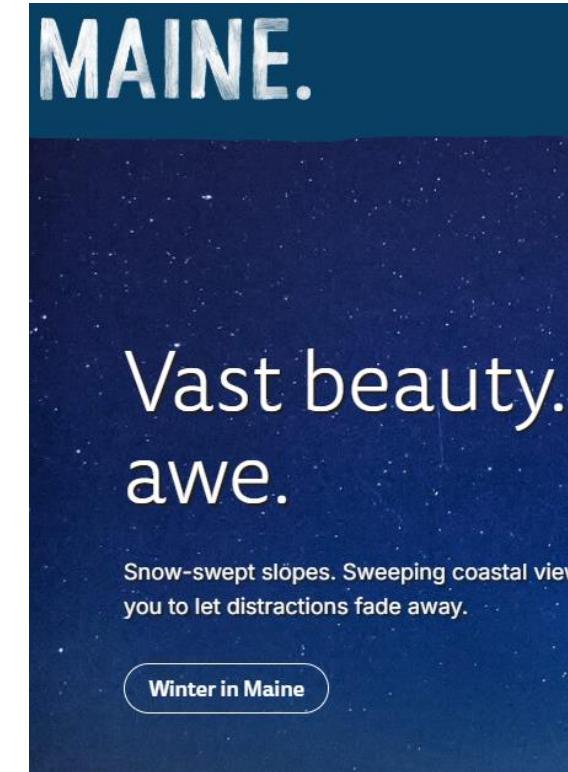
54% Social media



35% Internet



23% Magazine

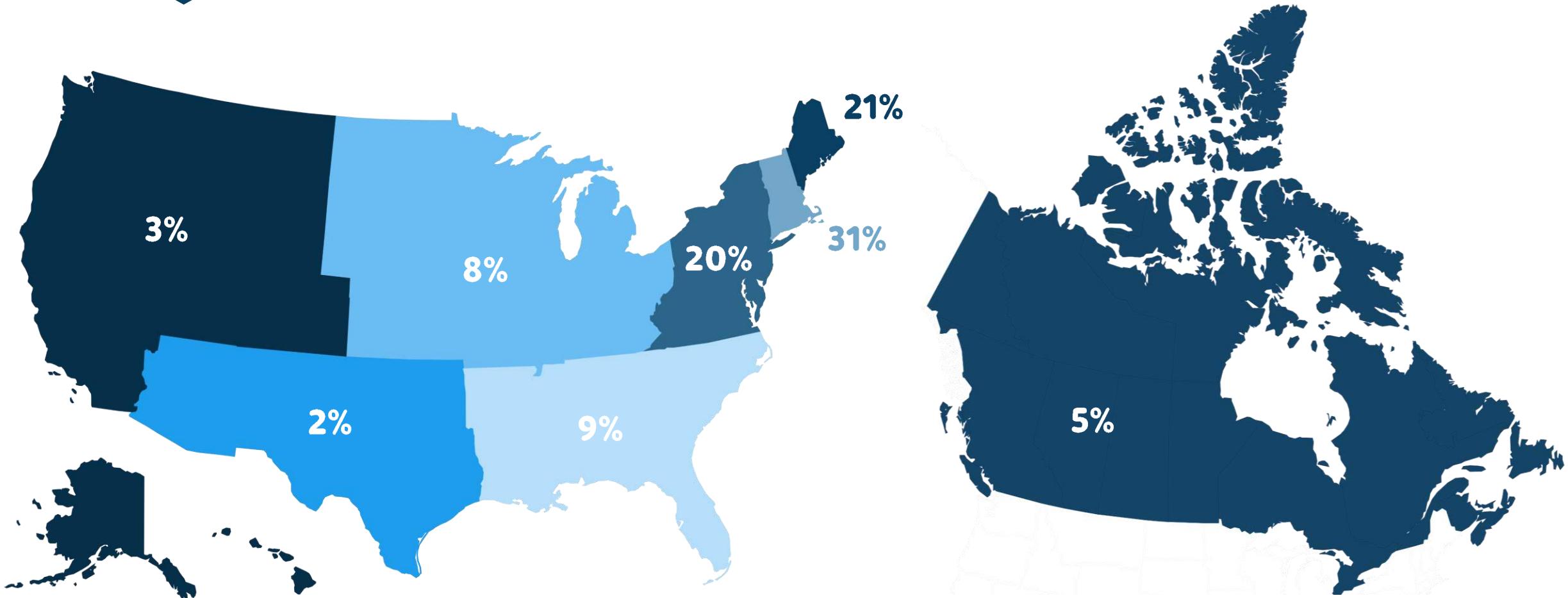


21% VisitMaine.com

VISITOR JOURNEY: TRAVELER PROFILE



REGIONS OF ORIGIN



1% of visitors came from outside of the United States and Canada.

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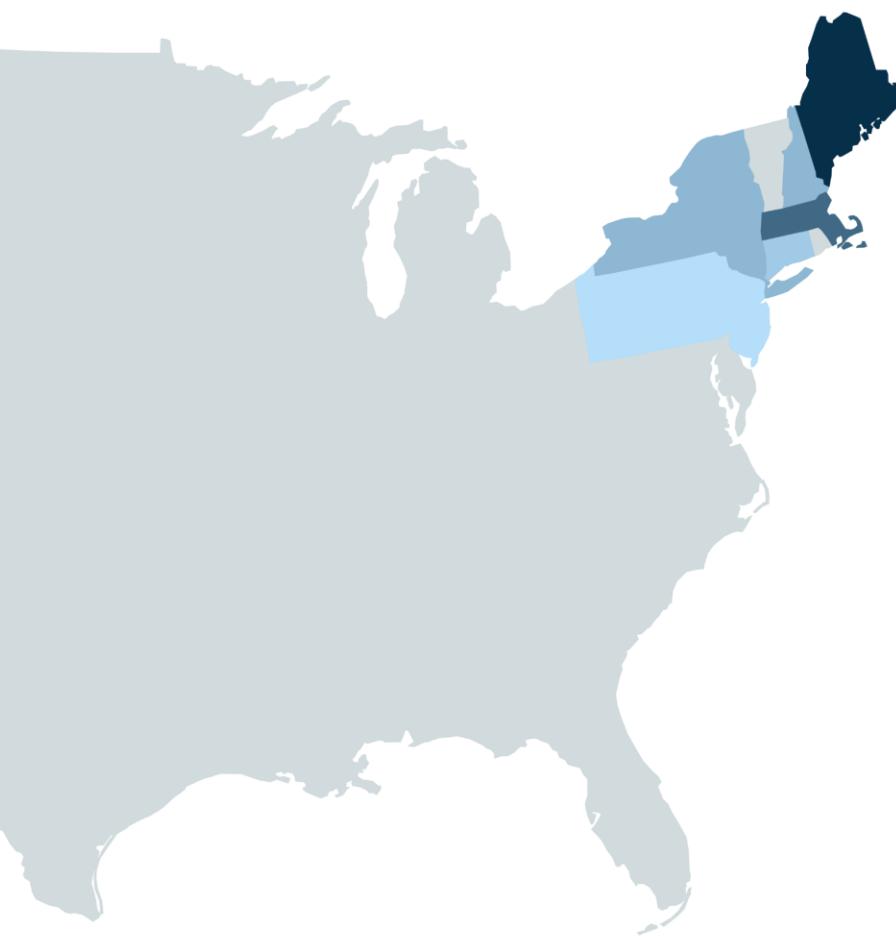
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5% of visitors came from Canada.



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RESEARCH

TOP ORIGIN STATES & PROVINCES



62%

of visitors traveled from 7 U.S. states, including from other regions of Maine.

21 % Maine

23 % Massachusetts

7 % New Hampshire

6 % New York

5 % Connecticut

4 % Pennsylvania

4 % New Jersey

TOP ORIGIN MARKETS



9% Boston



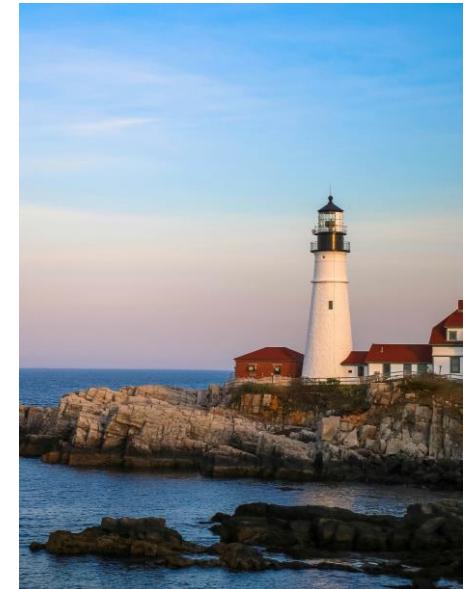
7% New York City¹



4% Washington DC –
Baltimore²



3% Waterville



3% Portland

¹Includes some markets in New Jersey, Pennsylvania, and Connecticut.

²Includes some markets in Maryland, Virginia, and West Virginia.

TRAVEL PARTIES

The typical Maine visitor traveled with **2.9** people in their visitor party



14% visitors traveled with at least one person under the age of 18 in their travel party



VISITOR PROFILE

- » The typical Maine visitor:
 - » Is **50** years old¹
 - » Is white – **92%**
 - » Is a college graduate – **78%**
 - » Is married/in a domestic partnership – **73%**
 - » Is employed full-time – **63%**
 - » Has an annual household income² of **\$96,100**



² Median age.

¹ Median household income.

NEW & RETURNING VISITORS

- » **16%** of visitors were traveling in Maine for the first time
- » **21%** of travelers visited Maine 6 to 10 times
- » Maine has high repeat and loyal visitors, as **36%** had previously traveled in Maine more than 10 times



VISITOR JOURNEY : TRIP EXPERIENCE



TRANSPORTATION

- » Maine is a drive-market for most visitors, with 84% choosing to travel by car over other transportation options



NIGHTS STAYED

- » 84% of visitors stayed one or more nights in Maine on their trip (+1% point from 2023)
- » Typical visitors stayed 5.3* nights in Maine on their trips



*Includes visitors staying overnight in paid accommodations, visiting friends & relatives, and day trippers.

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RESEARCH

TOP ACCOMMODATIONS



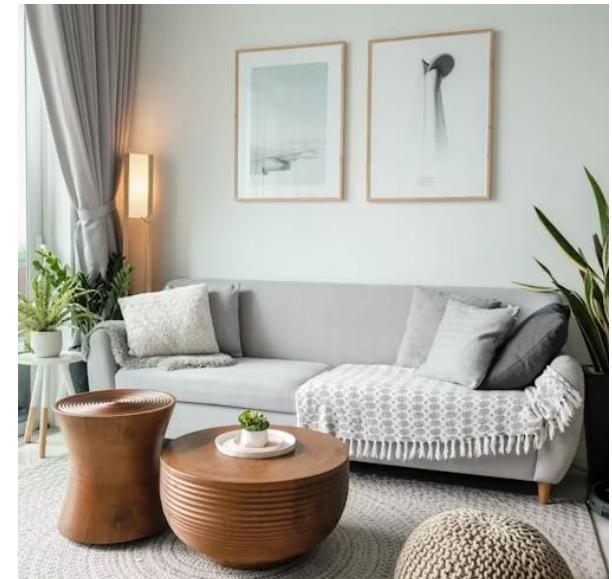
23% Friends/family home



22% Hotel/motel/resort



16% Did not stay overnight



12% Personal second home

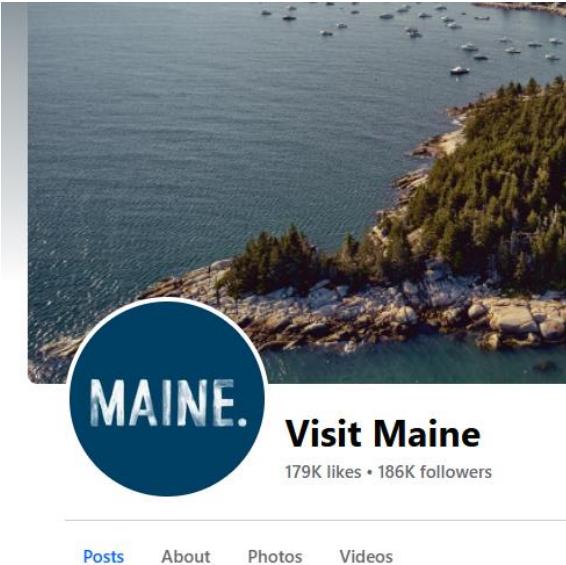
TOP IN-MARKET VISITOR RESOURCES*



46% Navigation website/apps



31% Restaurant website/app



20% Destination social media

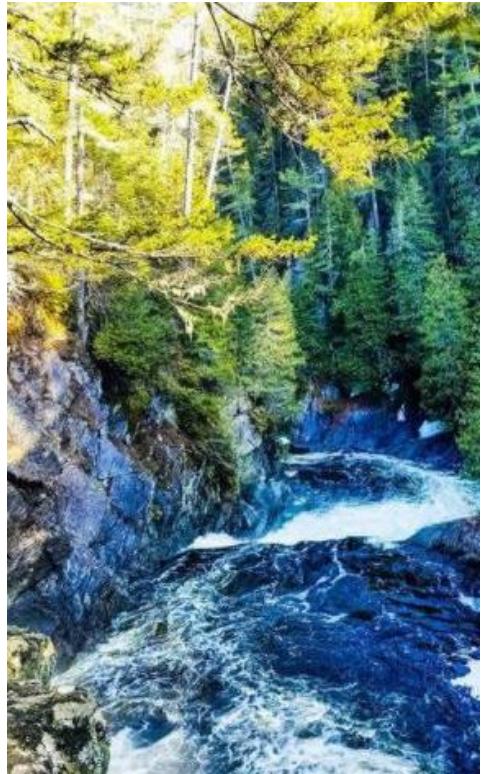


20% Personal social media

TOP VISITOR ACTIVITIES*



69% Food/beverage/culinary



45% Touring/sightseeing



44% Shopping



41% Active outdoor activities

VISITING OTHER STATES & PROVINCES

- » Nearly **3 in 5** visitors did not visit any other U.S. state or Canadian province during their trip
- » About **3 in 10** visitors visited New Hampshire (+5%)
- » Almost **1 in 5** also visited Massachusetts
- » Visitors continued to be more likely to visit U.S. states near Maine than they were to visit a Canadian province during their trip



TRAVELING WITHIN MAINE

- » Over **2 in 5** travelers visited the Midcoast & Islands in addition to their primary destination within Maine
- » **1 in 4** visitors stayed within the region of their primary destination during their trip in Maine, rather than traveling throughout the state (-11% points from 2023)



VISITOR JOURNEY : POST-TRIP EVALUATION



RECOMMENDING MAINE & ITS REGIONS

- » **97%** of visitors would recommend that their friends and family choose Maine as their destination for a future visit or vacation
- » **96%** of visitors would recommend that their friends and family visit the specific region of Maine that they traveled to on their trip – **75%** would definitely recommend



LIKELIHOOD OF RETURNING TO MAINE

- » 93% of visitors will return to Maine for a future visit or vacation
- » 74% will “definitely return” in the future



SATISFACTION

- » **99%** of visitors were satisfied with their trip to Maine
- » **73%** visitors were very satisfied with their trip to Maine (+7% points from 2023)



OVERCROWDING

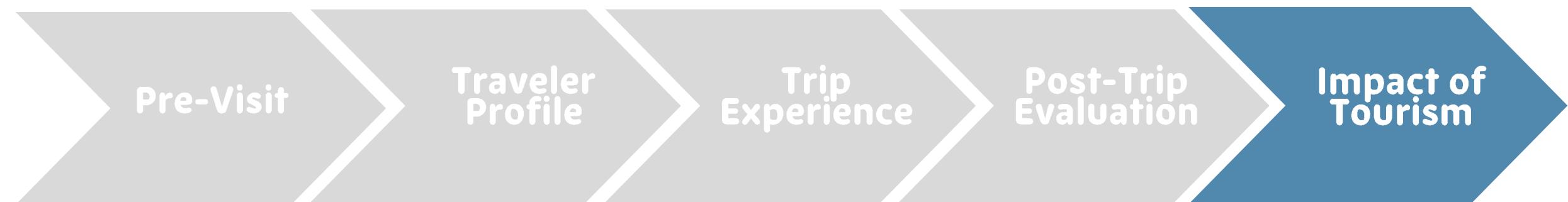
- » 50% of visitors thought the number of visitors during their trip to Maine was fine (-5% points from 2023)
- » 23% of visitors thought Maine was not overcrowded at all
- » 22% of visitors thought it was a little overcrowded (+6% points from 2023)



DETAILED FINDINGS



VISITOR JOURNEY: IMPACT OF TOURISM



KEY PERFORMANCE INDICATORS

Economic Impact	2022	2023	2024	Δ% from '23
Number of Visitors	830,300	905,000	813,700	- 10.1%
Visitor Days*	4,099,600	4,901,700	3,996,400	- 18.5%
Room nights generated	585,800	603,800	627,000	+ 3.8%
Direct expenditures	\$568,830,400	\$553,723,700	\$528,249,100	- 4.6%
Total economic impact	\$888,655,700	\$826,352,700	\$779,513,800	- 5.7%

*Visitor Days is the total number of days spent by visitors in the state of Maine. This includes overnight visitors and day trippers.

EMPLOYMENT IMPACTS

Kennebec Valley Jobs	2022	2023*	2024	Δ% from '23
Jobs supported (direct)	5,700	5,300	4,800	- 9.4%
Total jobs supported	7,280	6,800	6,200	- 8.8%

Kennebec Valley Wages	2022	2023*	2024	Δ% from '23
Wages paid (direct)	\$195,769,900	\$196,324,900	\$189,698,100	- 3.4%
Total wages paid	\$281,397,300	\$281,163,500	\$270,405,900	- 3.8%

*2023 figures have been updated due to revised IMPLAN models.

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RETURN ON INVESTMENT

Return on Investment	2022	2023*	2024
Visitors per job supported	114	133	131
State & local taxes supported	\$79,878,800	\$82,648,300	\$77,607,700
Tax savings per household	\$1,074	\$1,094	\$1,012

*2023 figures have been updated due to revised IMPLAN models.

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LODGING METRICS*

Lodging Metrics	2022	2023	2024	Δ% from '23
Occupancy Rate (%)	54.5%	50.2%	52.3%	+ 4.1%
Average Daily Rate	\$154.73	\$154.19	\$148.43	- 3.7%
RevPAR	\$84.33	\$77.38	\$77.58	+ 0.3%
Total Lodging Revenue**	\$92,819,300	\$99,917,500	\$110,885,000	+ 11.0%

*Lodging metrics include all paid accommodations type like hotels, vacation rentals, B&B, etc.

Sources: Key Data & STR.

More units available in 2024.

**Source: State of Maine Revenue Services.

VISITOR JOURNEY : PRE-VISIT

Pre-Visit

Traveler
Profile

Trip
Experience

Post-Trip
Evaluation

Impact of
Tourism

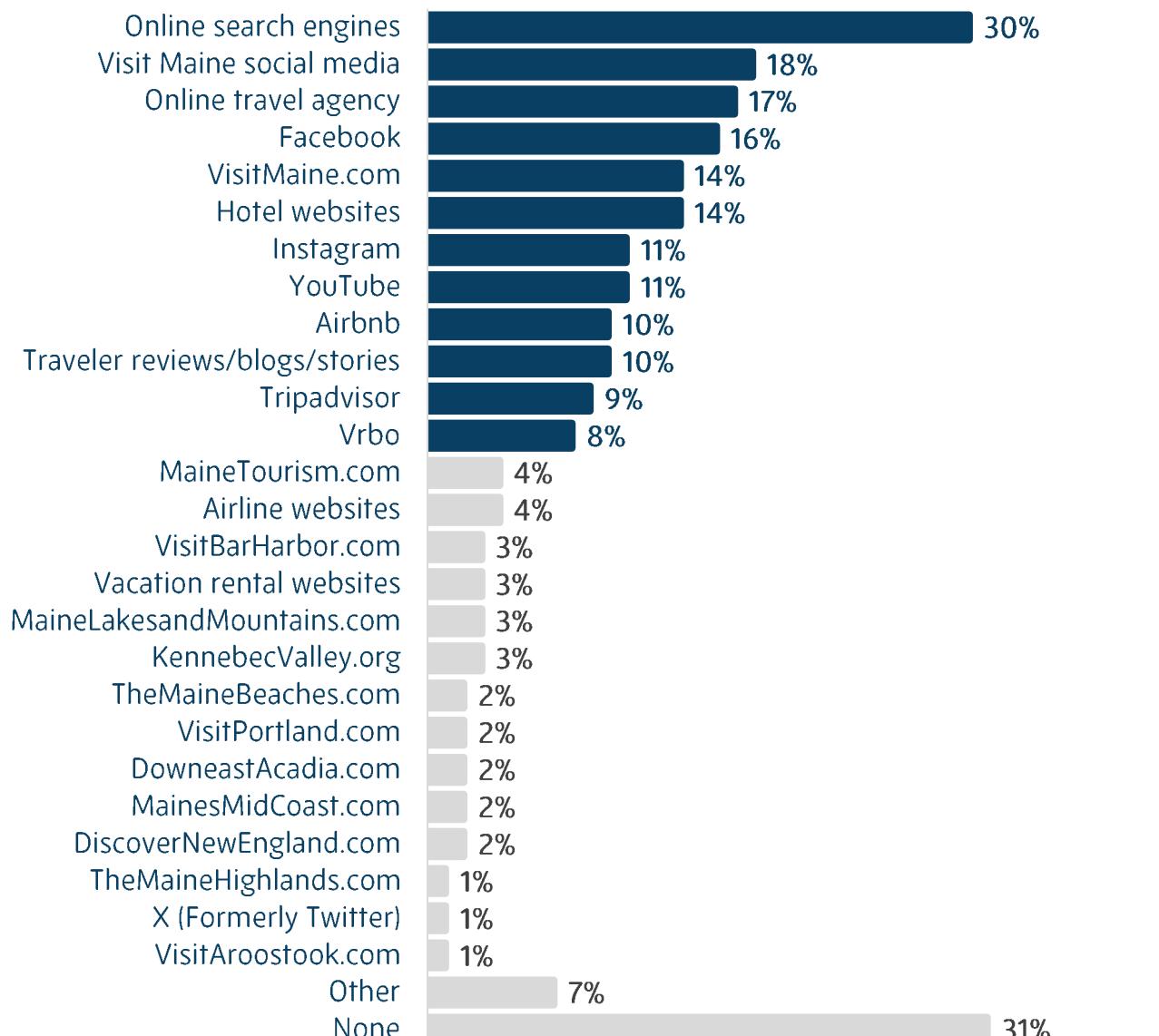
TRIP PLANNING CYCLE

- » Typical visitors began planning their trip **58 days** in advance (+3 days from 2023)
- » **72%** of visitors started planning their trip a month or more in advance
- » Typical visitors booked their accommodations **47 days** in advance (+4 days from 2023)
- » **61%** of visitors have a booking window of less than 3 months



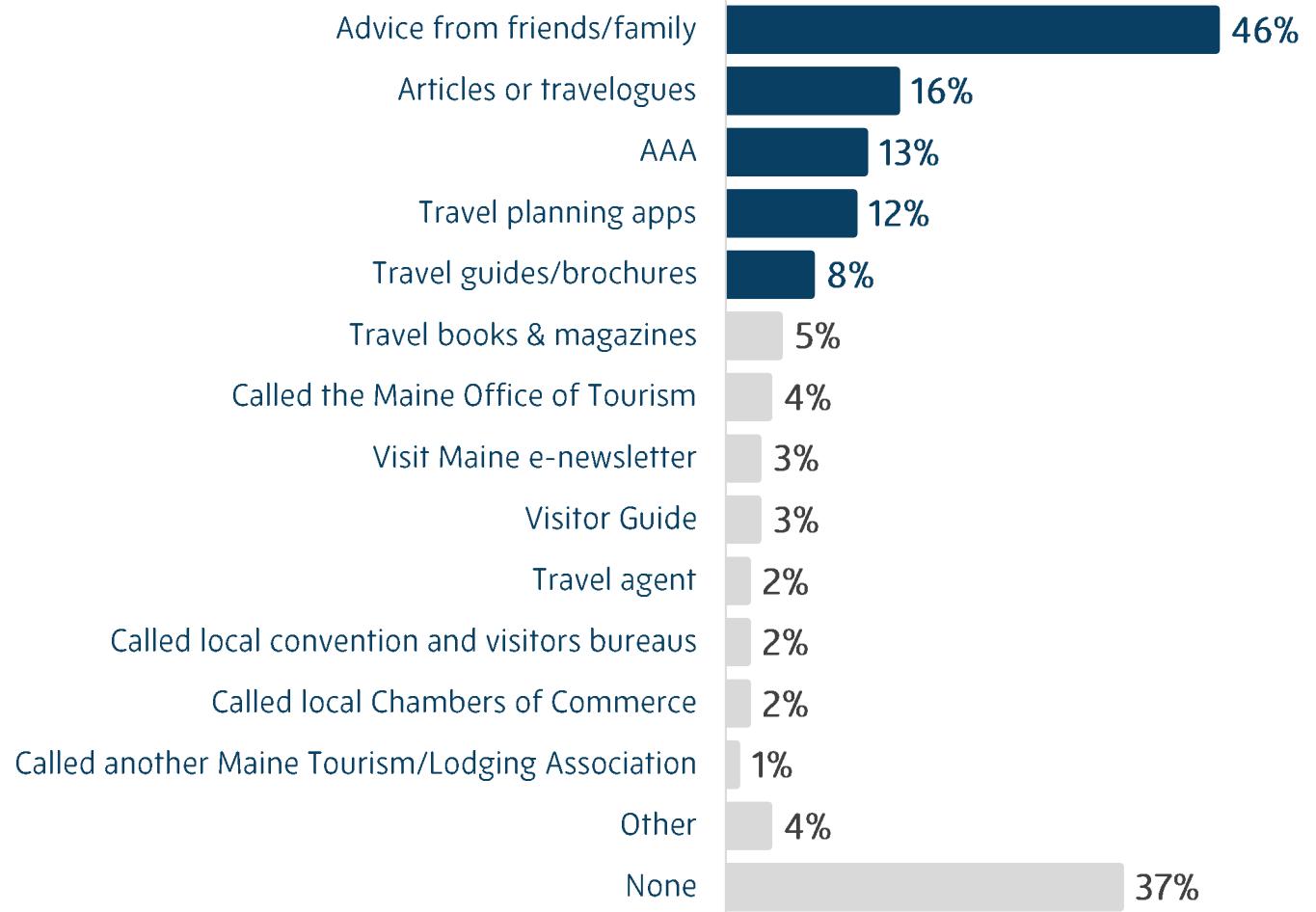
ONLINE TRIP PLANNING SOURCES*

- » Nearly 7 in 10 visitors used one or more online resources to help them plan their trip to Maine
- » 3 in 10 visitors used an online search engine, such as Google, to help them plan their trip to Maine
- » Over 1 in 6 used Visit Maine's social media (+7% points from 2023) or an online travel agency to help plan their trip to Maine
- » Nearly 1 in 6 used Facebook to help plan their trip to Maine



OTHER TRIP PLANNING SOURCES*

- » Nearly **half** of visitors relied on advice from their friends and family to help them plan their trip to Maine (+9% points from 2023)
- » Nearly **1 in 6** looked at articles or travelogues to help plan their trip to Maine
- » Nearly **2 in 5** visitors did not use any other resources to help them plan their trip to Maine (-8% points from 2023)



*Multiple responses permitted.

REASON FOR VISITING*

- » 35% of visitors came to Maine to visit friends and relatives
- » Around 1 in 4 came to relax and unwind or for sightseeing/touring



TV SHOWS & FILM

- » **12%** of visitors said a TV show or film inspired their trip to Maine
- » Nearly **3 in 5** visitors who were inspired by a TV show or film said visiting a location of a TV show/film was one of the activities they engaged in while in Maine
- » **26%** of visitors who were NOT inspired by a TV show or film to visit Maine said they visited the location of a TV show or film while in Maine

Base: 12% of visitors who were inspired by a TV show or film

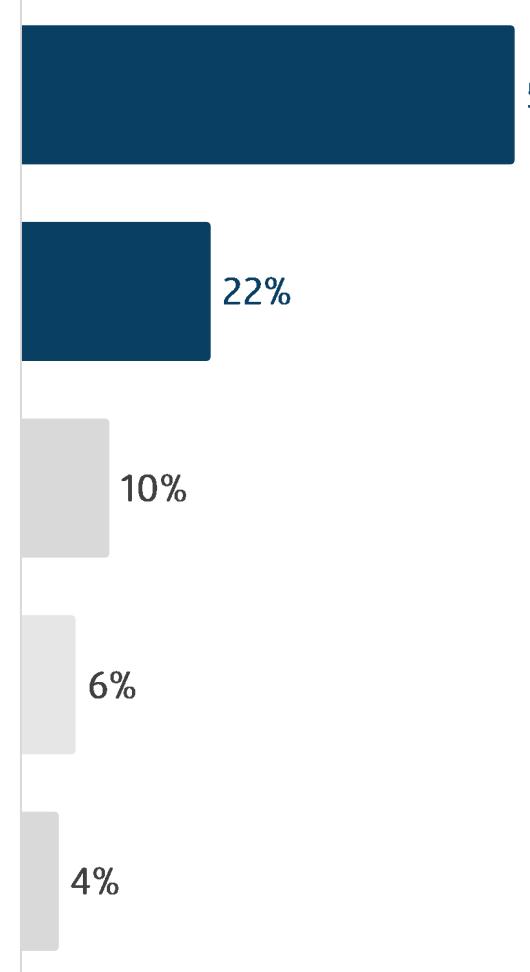
Visiting a location of a TV show or film was one of the activities I engaged in while in Maine

Seeing Maine in a film or TV show made me think about Maine as a place to visit

I was considering Maine as a destination option and visiting a location related to a TV show or film was the deciding factor

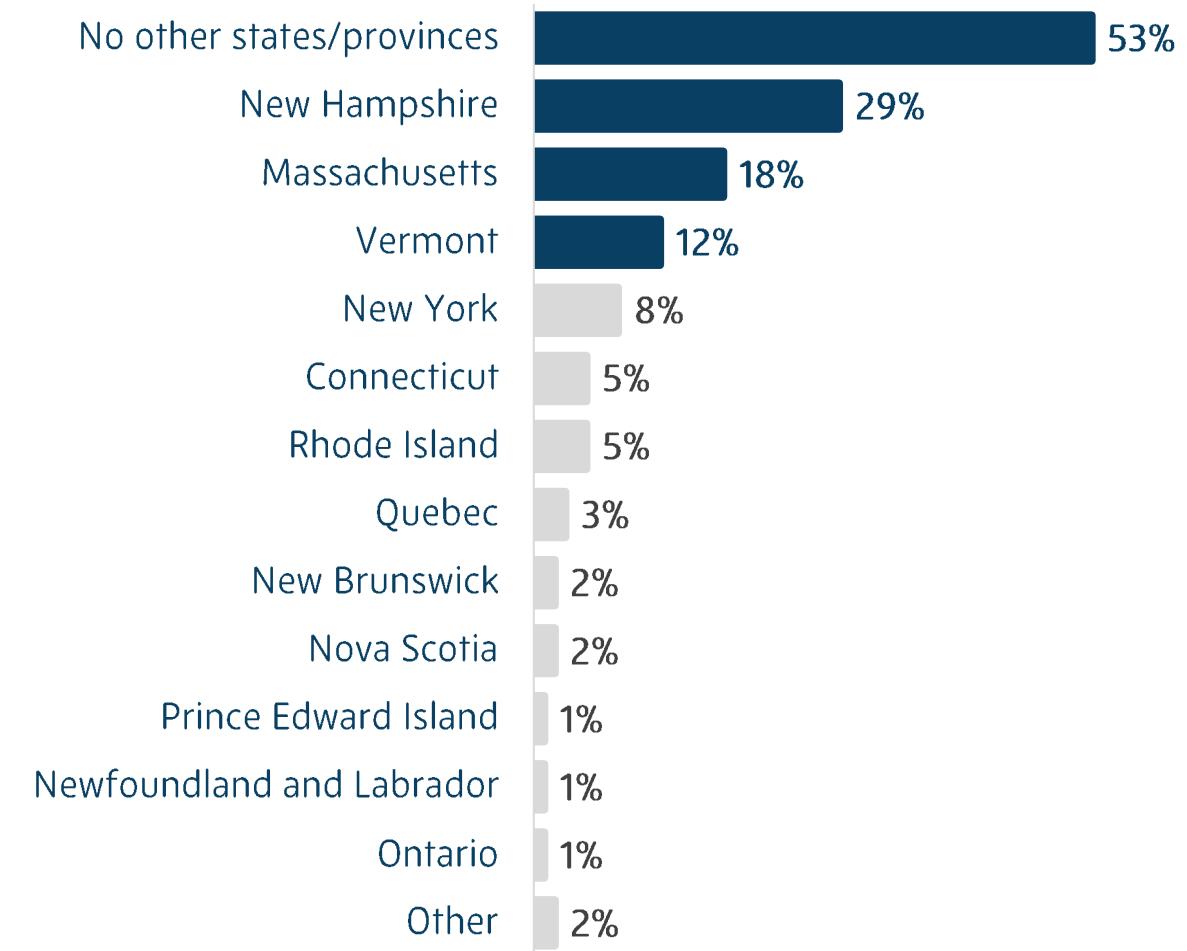
Visiting a location related to a TV show or film was the main reason I visited Maine

Something else



OTHER STATES & PROVINCES CONSIDERED*

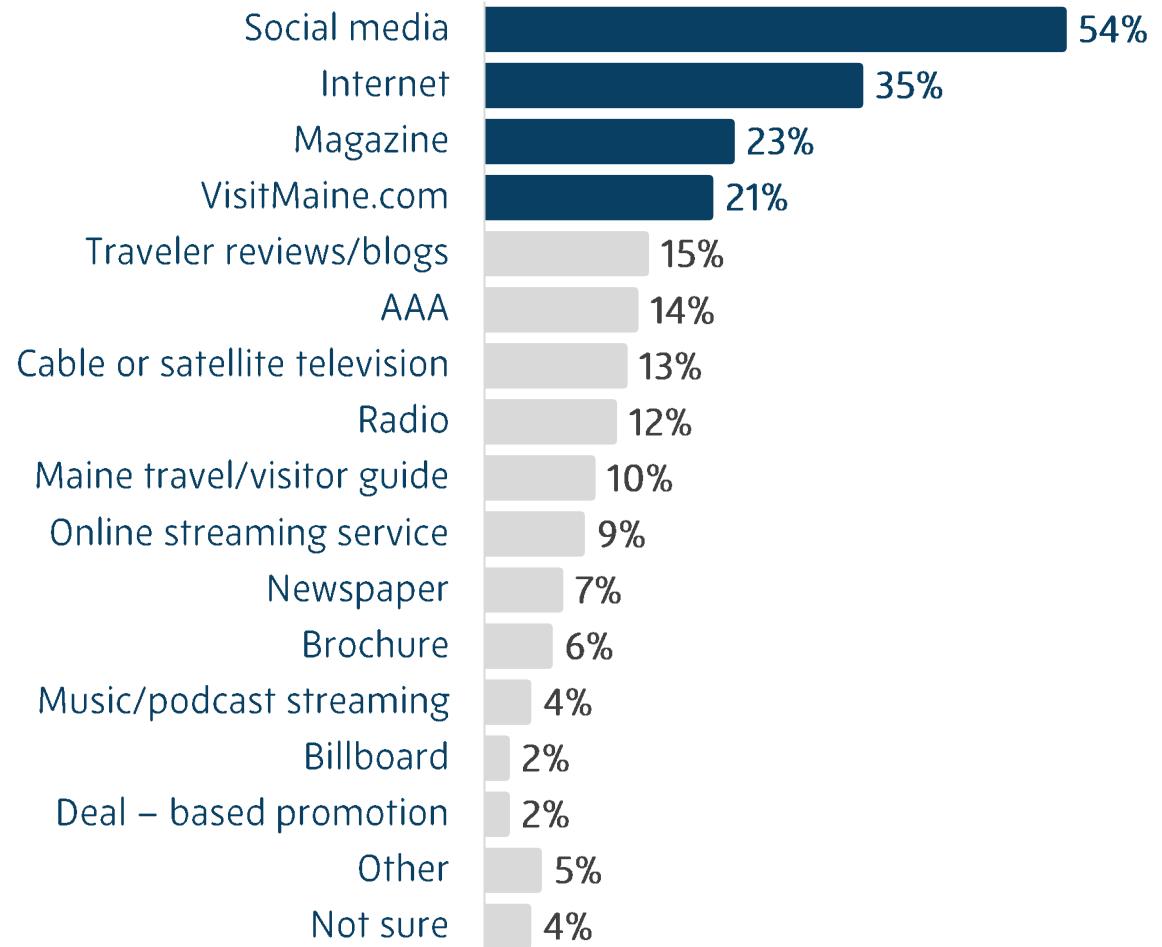
- » 53% of visitors considered visiting **ONLY** Maine while planning their trips (-9% points from 2023)
- » Like last year, visitors were more likely to consider visiting nearby U.S. states rather than visiting Canadian provinces
- » Nearly **3 in 10** visitors considered visiting New Hampshire (+6% points from 2023)
- » Over **1 in 7** also considered Massachusetts, followed by Vermont (**12%**)



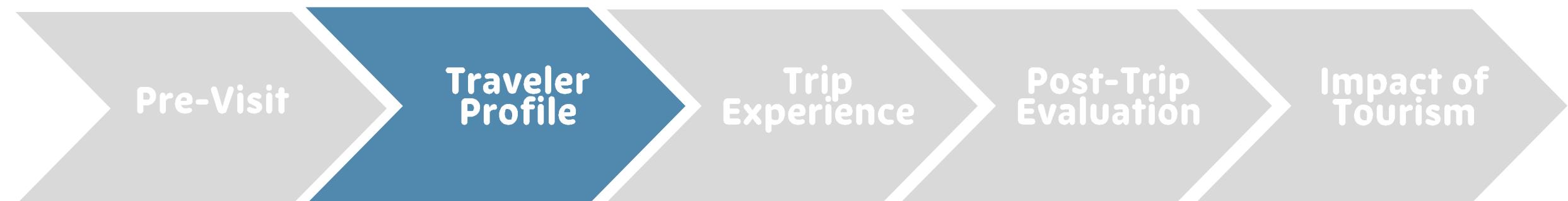
PRE-TRIP RECALL OF ADVERTISING*

- » Over 2 in 5 visitors recalled advertising or promotions for Maine before their trip (-5% points from 2023)
- » Like last year, visitors who recalled this advertising primarily saw it on social media (-1% point from 2023) and/or the Internet
- » This information influenced 20% of all visitors to visit Maine (-5% points from 2023)

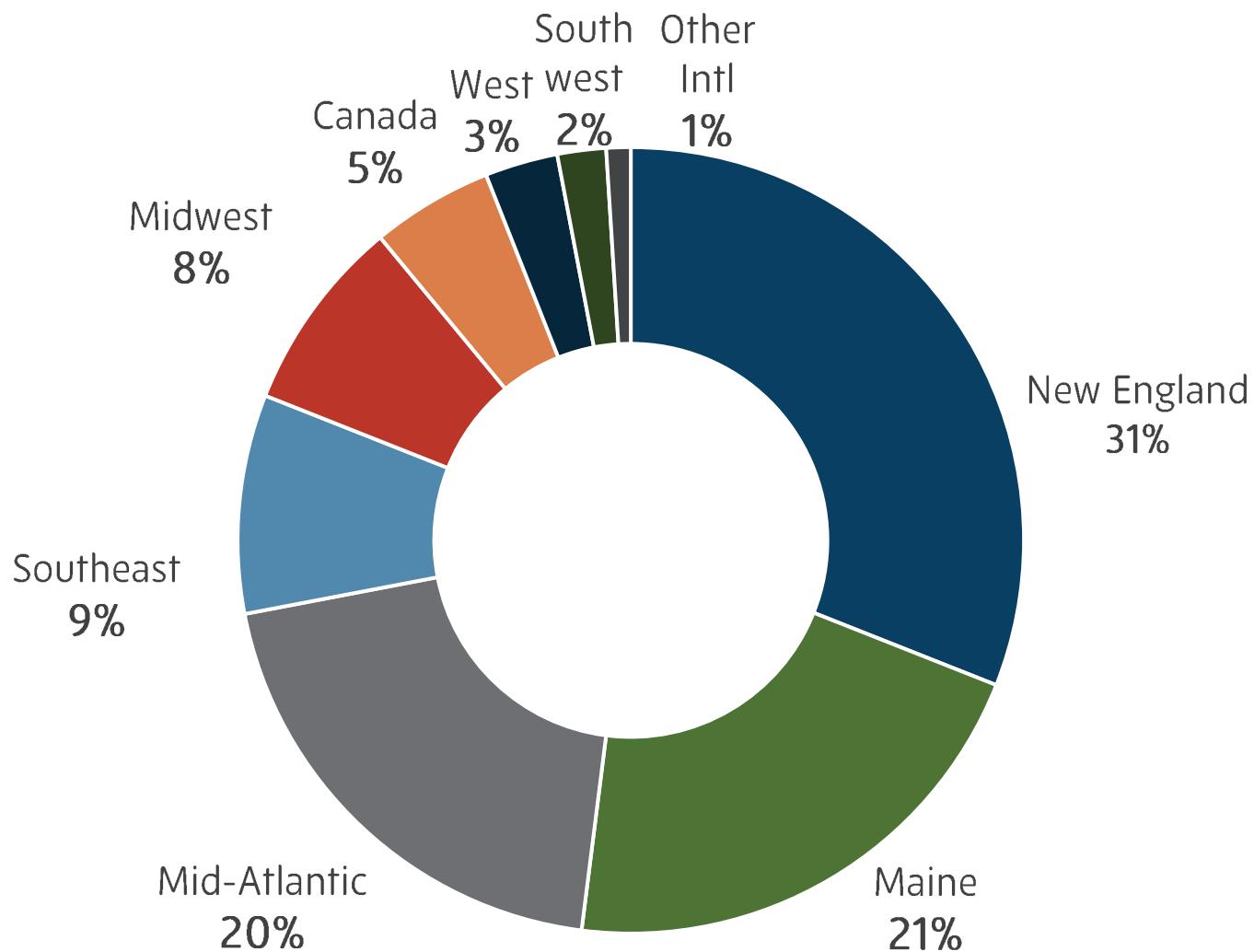
Base: 41% of visitors who recalled advertising



VISITOR JOURNEY : TRAVELER PROFILE



VISITOR ORIGINS



TOP ORIGIN STATES & PROVINCES

- » **78%** of visitors traveled to/within Maine from 14 U.S. states and Canadian provinces
- » Over **1 in 5** visitors were residents of Maine traveling throughout the state
- » Fewer than **1 in 5** visitors arrived from Massachusetts

State/Province	Percent
Maine	21%
Massachusetts	15%
New Hampshire	7%
New York	6%
Connecticut	5%
New Jersey	4%
Pennsylvania	4%
Vermont	3%
Florida	3%
Quebec	2%
Virginia	2%
Rhode Island	2%
Ohio	2%
Maryland	2%

TOP ORIGIN MARKETS

- » **30%** of visitors traveled from **7** U.S. markets
- » **16%** of visitors traveled to Maine from Boston and New York City

Market	Percent
Boston	9%
New York City ¹	7%
Washington DC - Baltimore ²	4%
Portland	3%
Waterville	3%
Philadelphia	2%
Providence, RI	2%

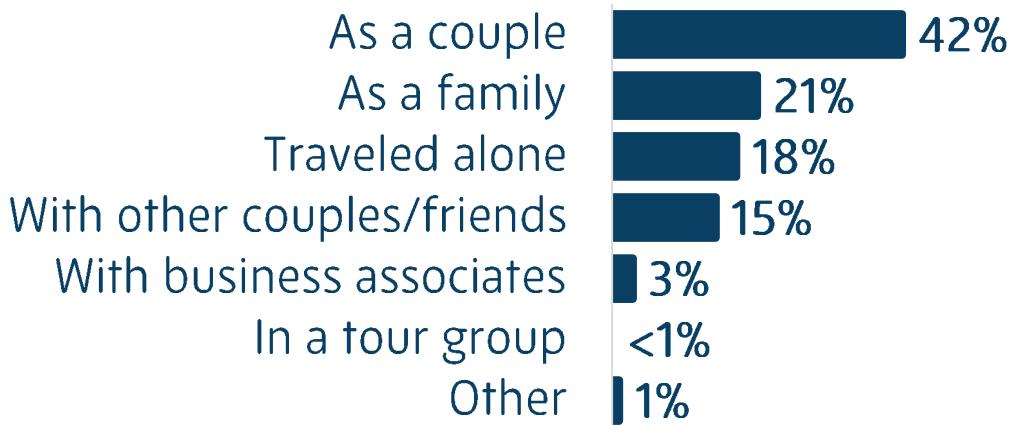
¹Includes some markets in New Jersey, Pennsylvania, and Connecticut.

²Includes some markets in Maryland, Virginia, and West Virginia.

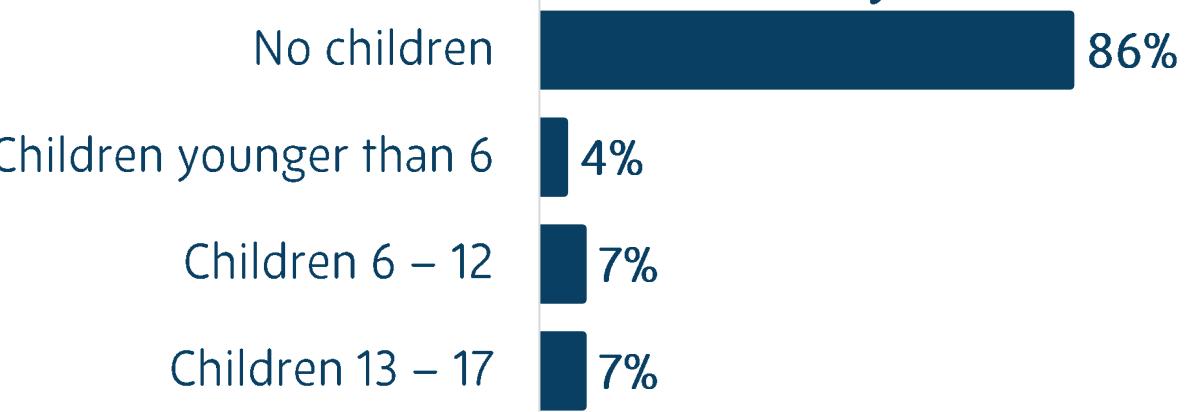
TRAVEL PARTIES

- » Typical visitors traveled to Maine in parties of **2.9** people
- » Like last year, visitors coming to Maine mostly traveled as a couple (**42%**)
- » **14%** of visitors traveled with one or more children in their travel party

Travel Party Composition



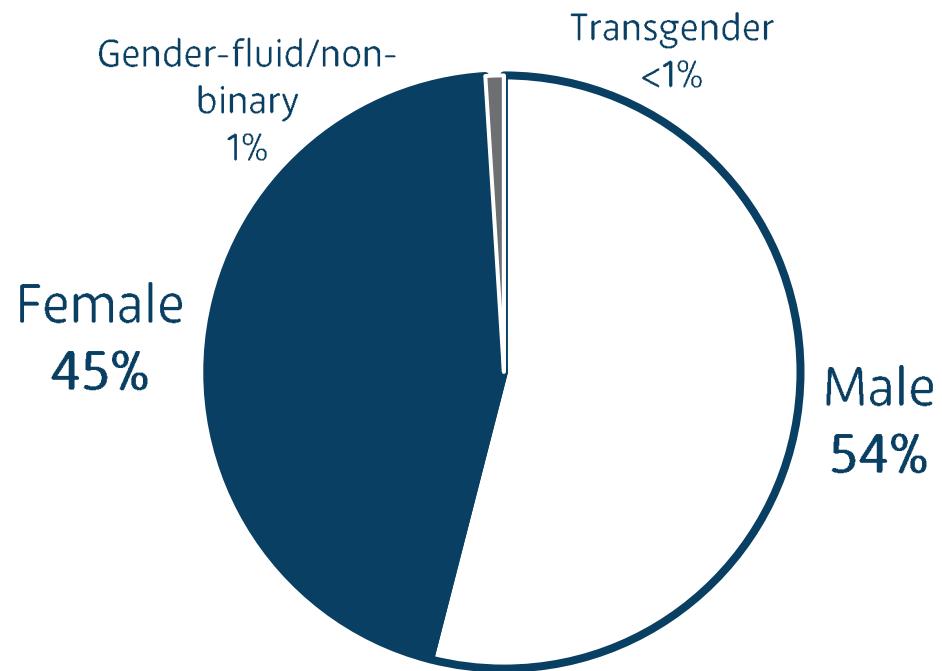
Children in Travel Party*



*Multiple responses permitted.

GENDER*

- » More than **half** of visitors to Maine interviewed were female

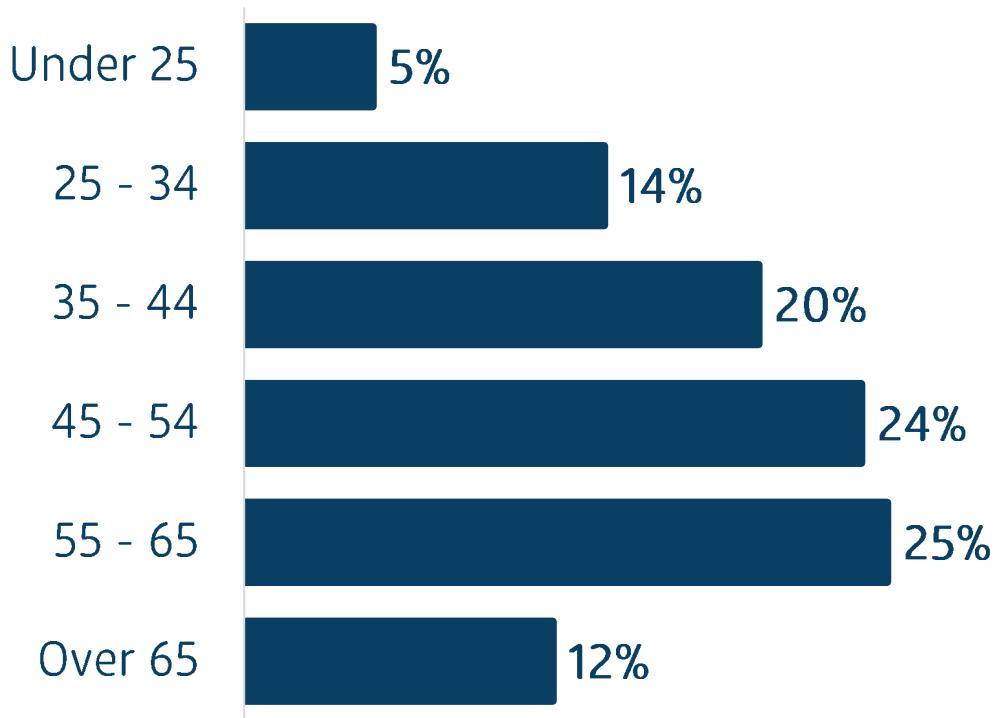


*Gender of member of travel party surveyed. May be influenced by visitors' willingness to take a survey.
The demographic data reflects the surveyed individual, who may not fully represent the entire travel party or all visitors to the area.

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» The typical visitor to Maine has a median age of **50 years**.



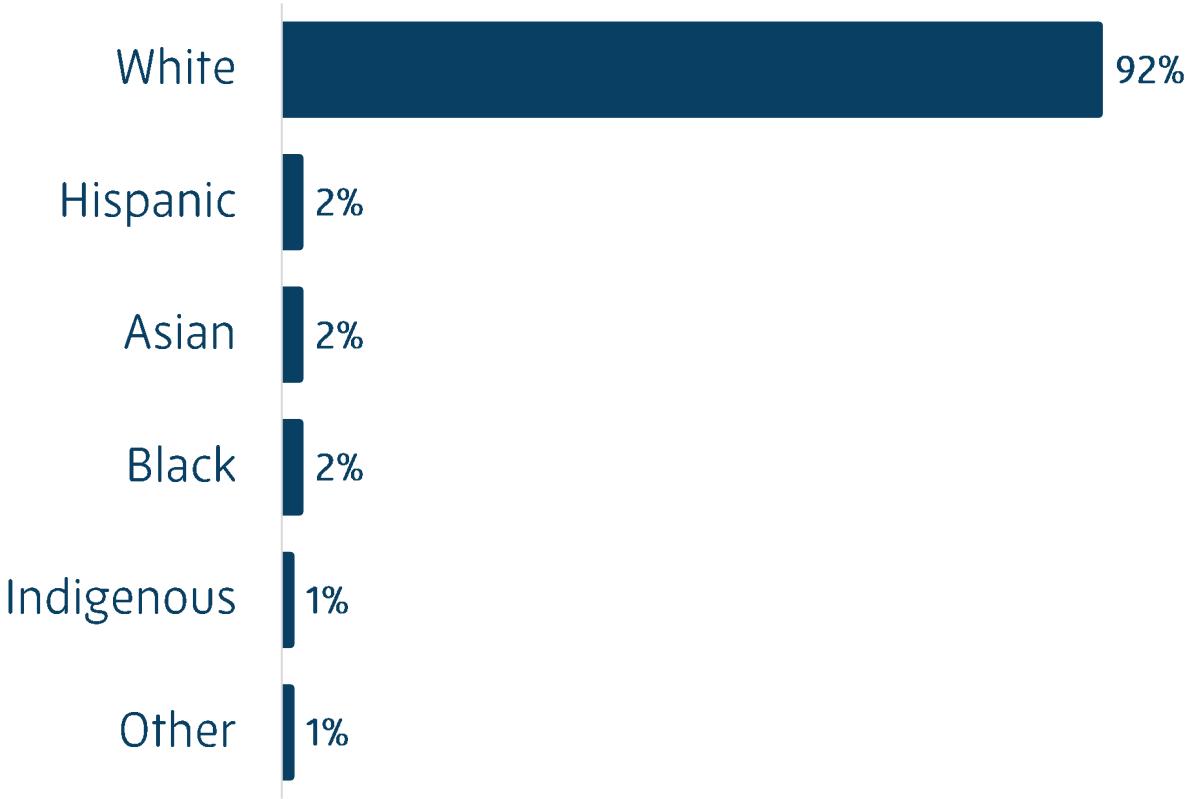
*Age of member of travel party surveyed.

The demographic data reflects the surveyed individual, who may not fully represent the entire travel party or all visitors to the area.

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RACE & ETHNICITY*

» Over **9 in 10** visitors to Maine were white (+2% points from 2023)



The demographic data reflects the surveyed individual, who may not fully represent the entire travel party or all visitors to the area.

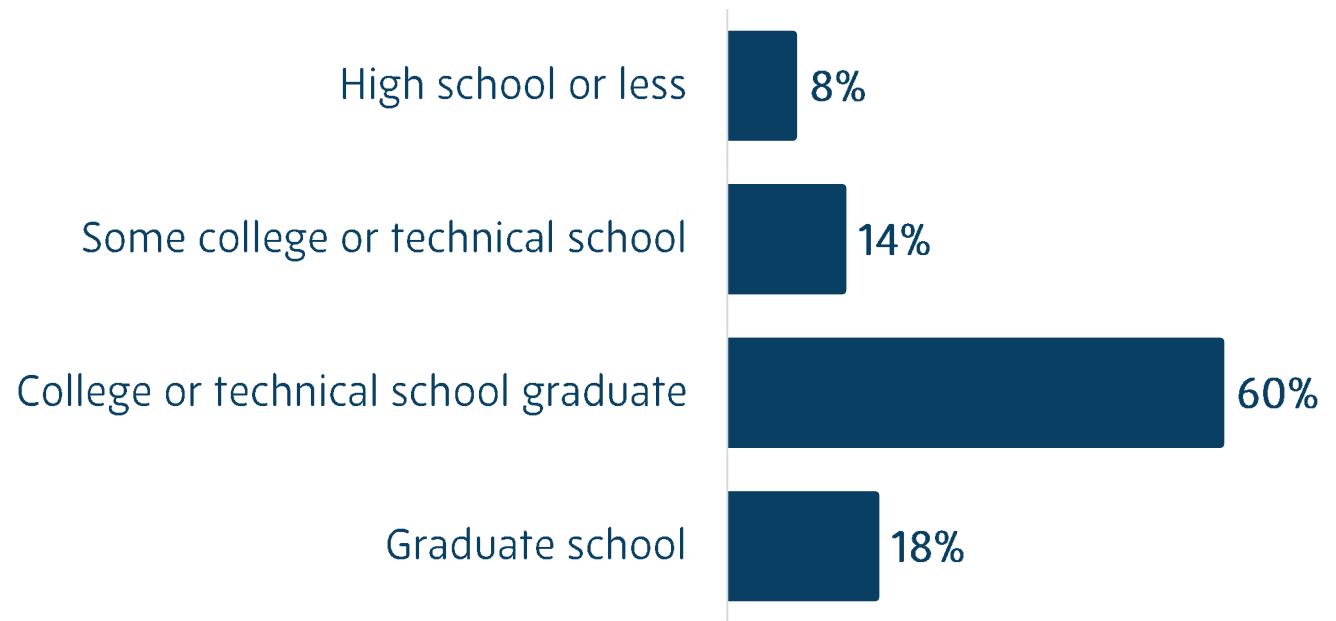
*Race/ethnicity of member of travel party surveyed.

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EDUCATIONAL ATTAINMENT*

» Nearly **4 in 5** visitors have a college/technical school degree or higher (+8% points from 2023)



The demographic data reflects the surveyed individual, who may not fully represent the entire travel party or all visitors to the area.

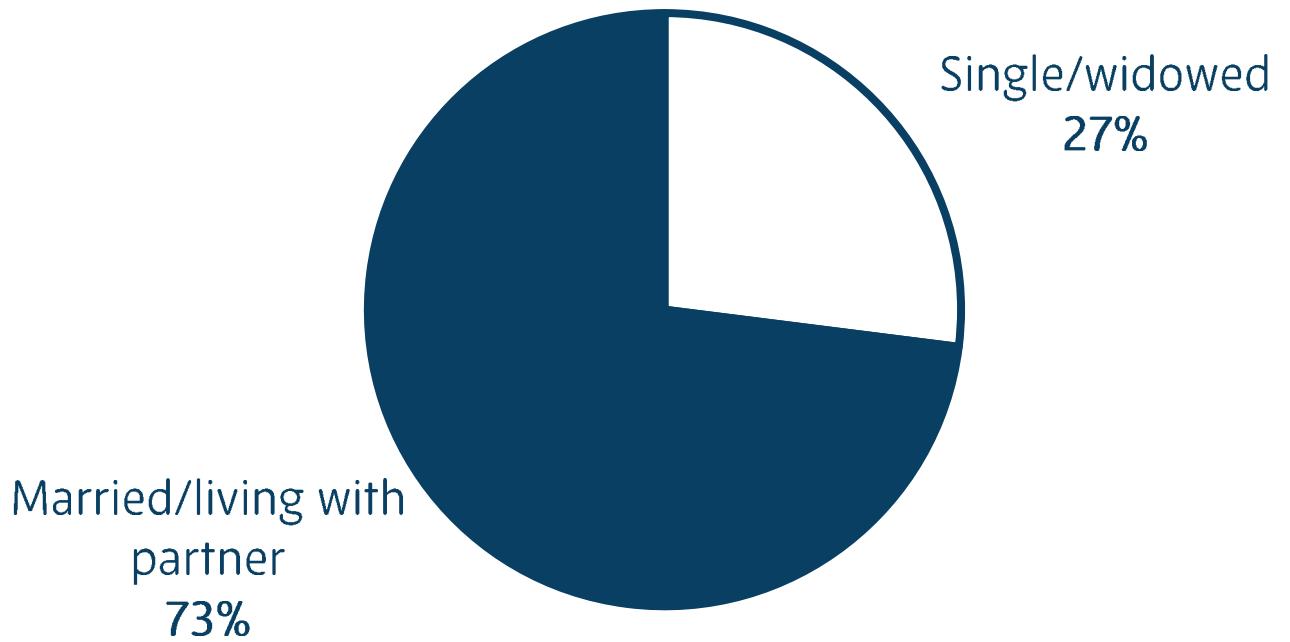
Kennebec Valley

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*Educational attainment of member of travel party surveyed.

MARITAL STATUS*

- » Like last year, nearly **3 in 4** visitors to Maine were married or living with their partner



The demographic data reflects the surveyed individual, who may not fully represent the entire travel party or all visitors to the area.

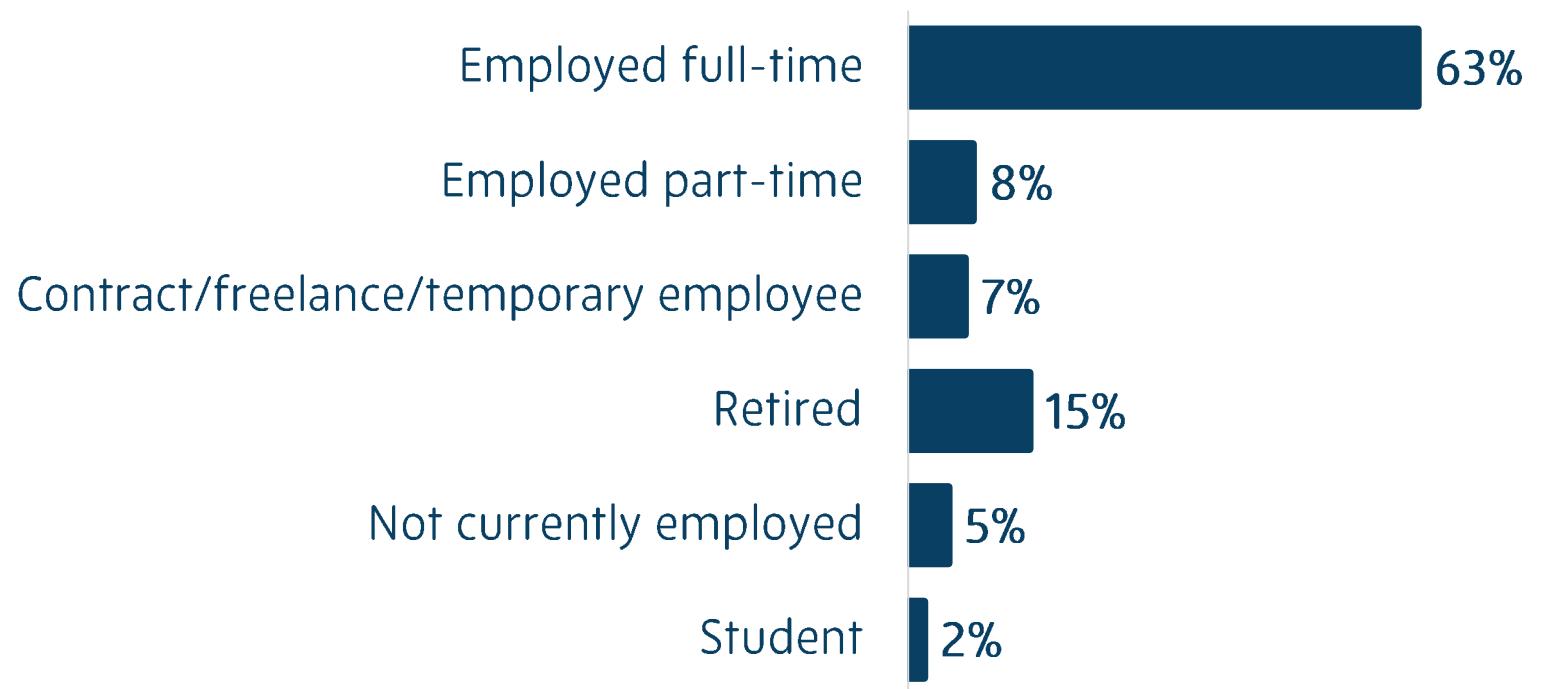
Kennebec Valley

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*Marital status of member of travel party surveyed.

EMPLOYMENT STATUS*

» Nearly **4 in 5** visitors to Maine were employed, most full-time (+7% points from 2023)



The demographic data reflects the surveyed individual, who may not fully represent the entire travel party or all visitors to the area.

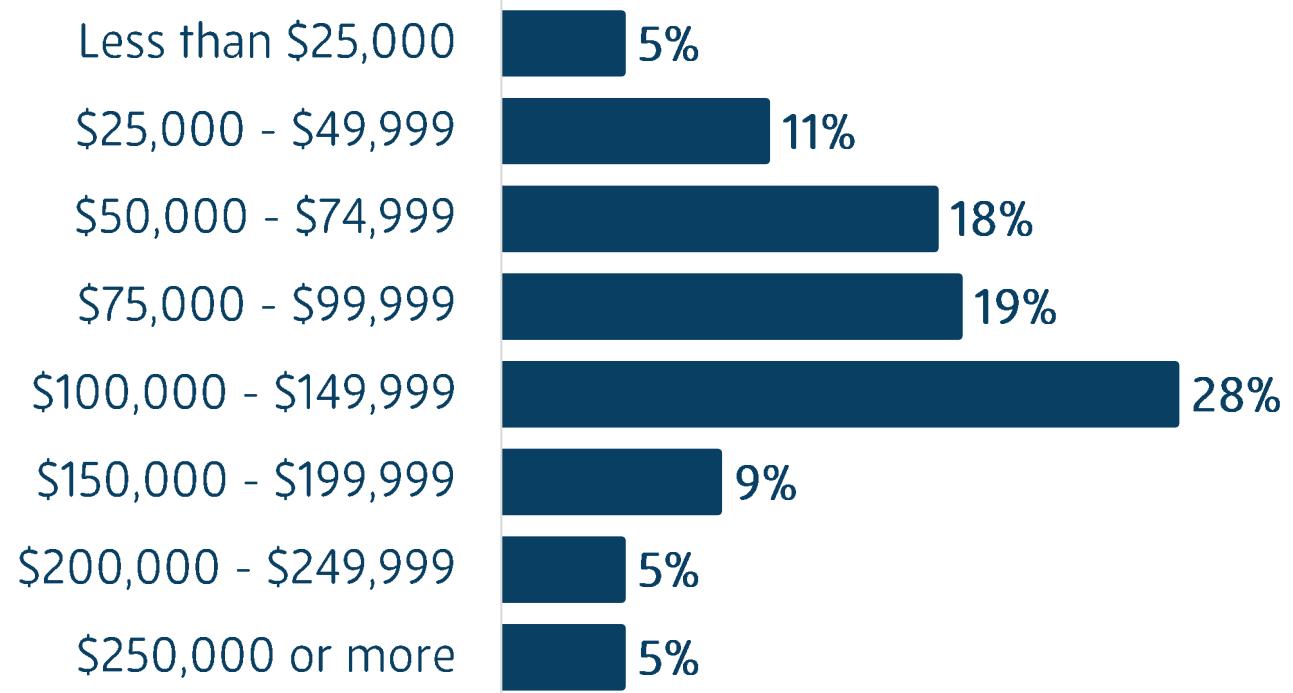
Kennebec Valley

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*Employment status of member of travel party surveyed.

HOUSEHOLD INCOME

- » The median household income of visitors to Kennebec Valley has increased to **\$96,100** per year (+\$7,900 from 2023)
- » Nearly **1 in 5** visitors to the area earned more than \$150,000 per year



NEW & RETURNING VISITORS

» 16% of visitors were traveling to Maine for the first time (+1% point from 2023)

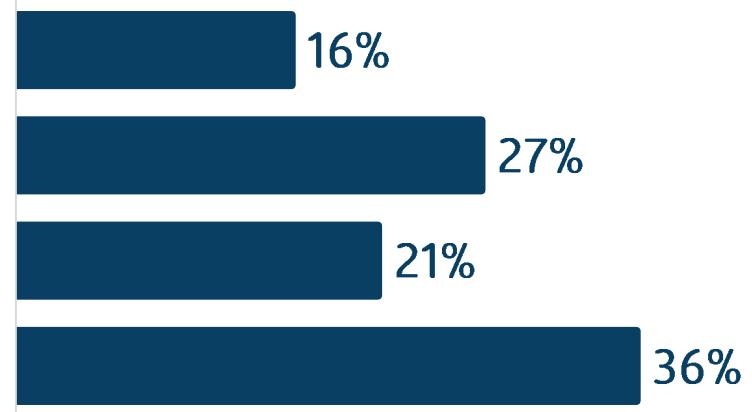
» Kennebec Valley has high repeat and loyal visitors, as nearly 3 in 5 had previously traveled in Maine more than 6 times

This is my first time

2 - 5 times

6 - 10 times

11+ times

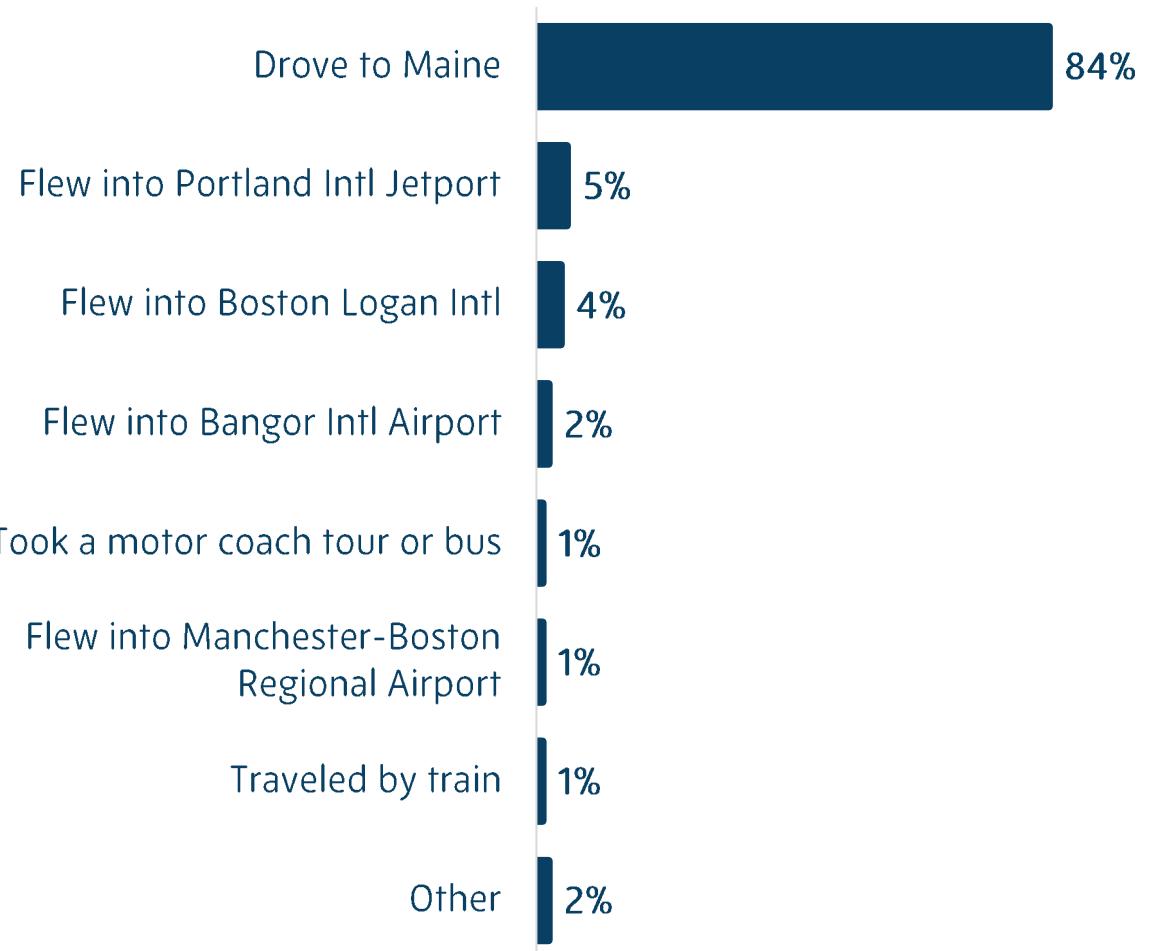


VISITOR JOURNEY : TRIP EXPERIENCE



MODES OF TRANSPORTATION

- » Maine remains a drive-market for most visitors, with 84% choosing to travel by car over plane, motor coach/bus, or train

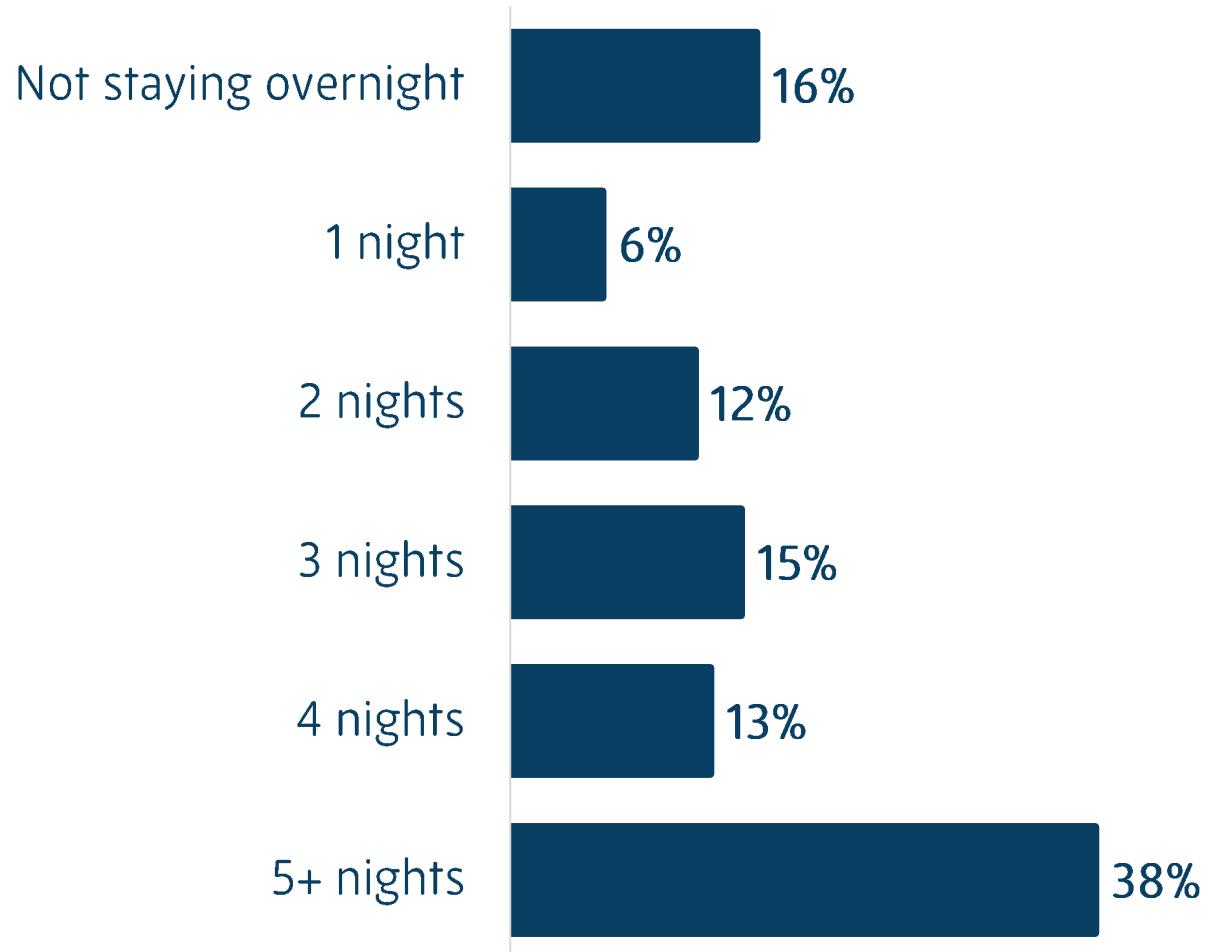


NIGHTS STAYED

» 84% of visitors stayed one or more nights in the area on their trip

» Typical visitors stayed 5.3* nights in Maine on their trips

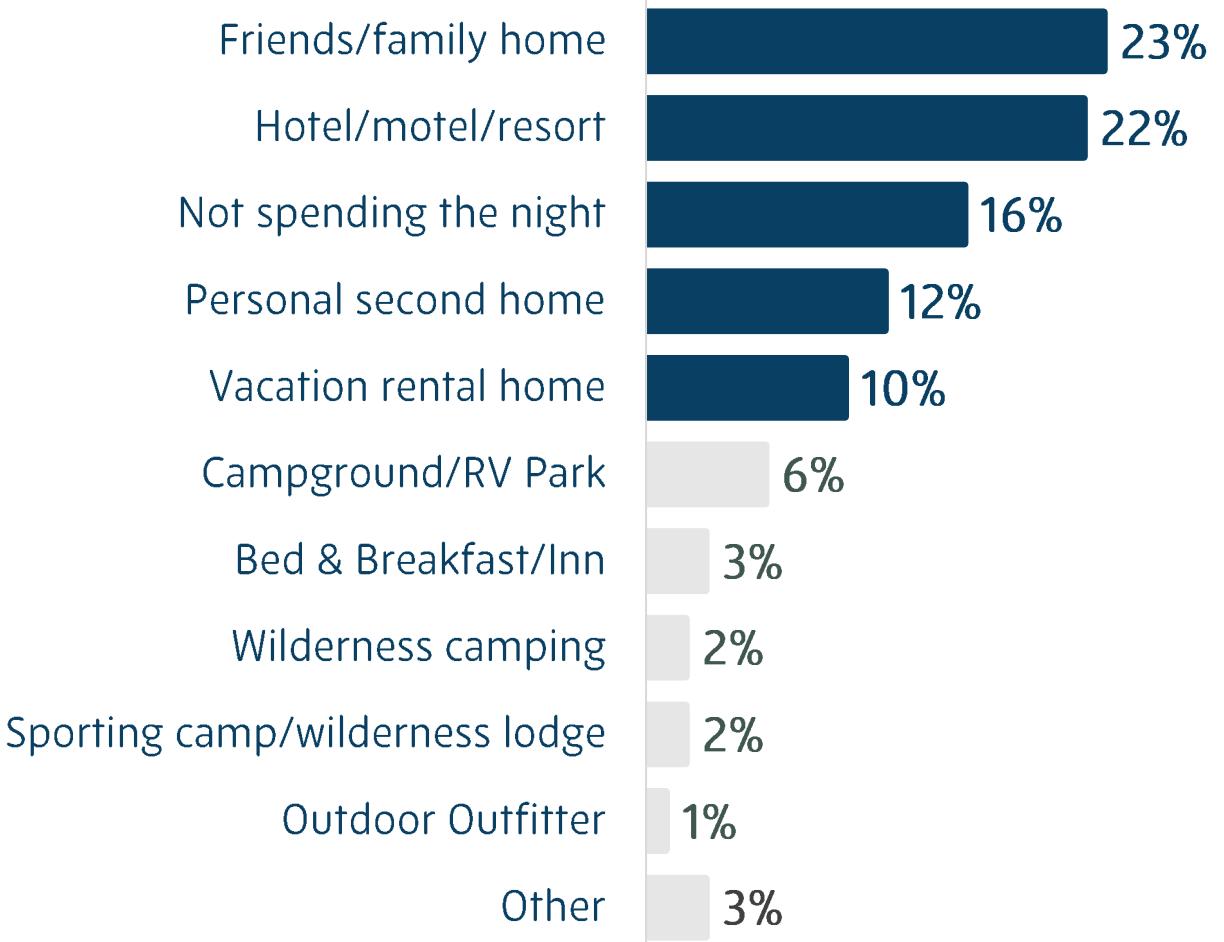
» Similarly, typical visitors staying overnight in paid accommodations stayed 5.4 nights in the area on their trips



*Includes visitors staying overnight in paid accommodations, visiting friends & relatives, and day trippers.

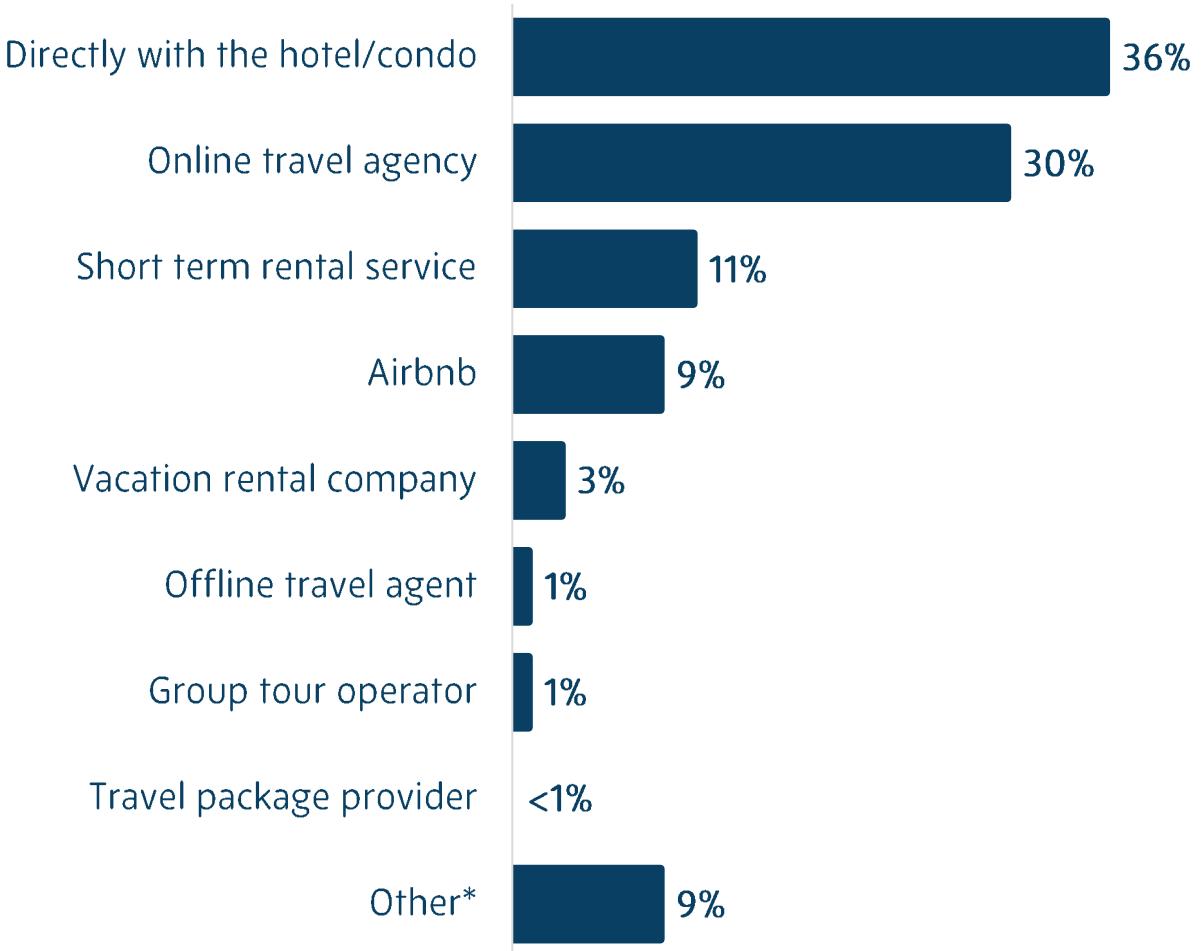
ACCOMMODATIONS

- » Nearly **1 in 4** visitors chose to stay with friends/family or in a hotel/motel/resort
- » **1 in 6** visitors came to Maine just for the day
- » **1 in 8** visitors stayed in a personal second home
- » **1 in 10** visitors stayed in a vacation rental home



BOOKING METHODS

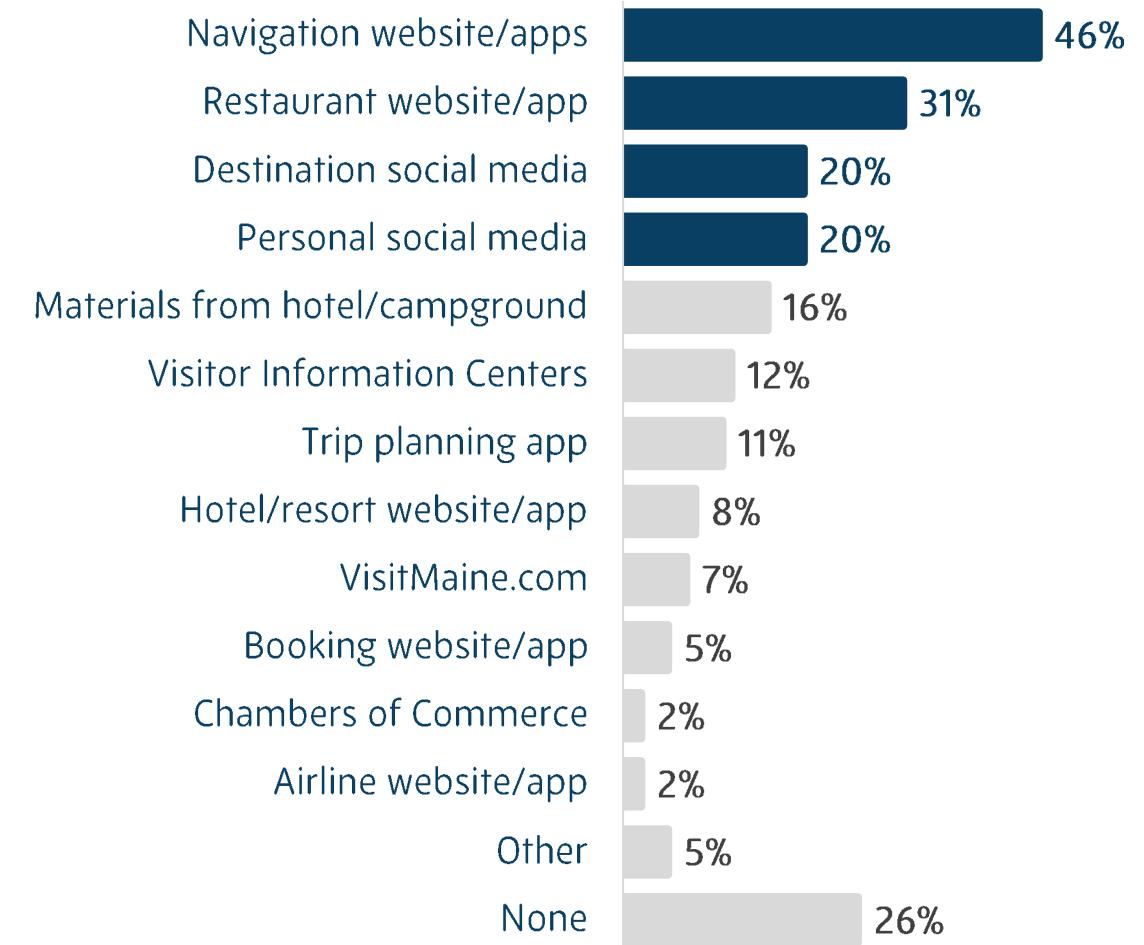
- » Nearly **2 in 5** visitors who stayed in paid accommodations during their trip booked their lodging directly with the hotel/condo
- » **3 in 10** booked their accommodations with an online travel agency (+8% points from 2023)



*Other includes standing reservations with campground.

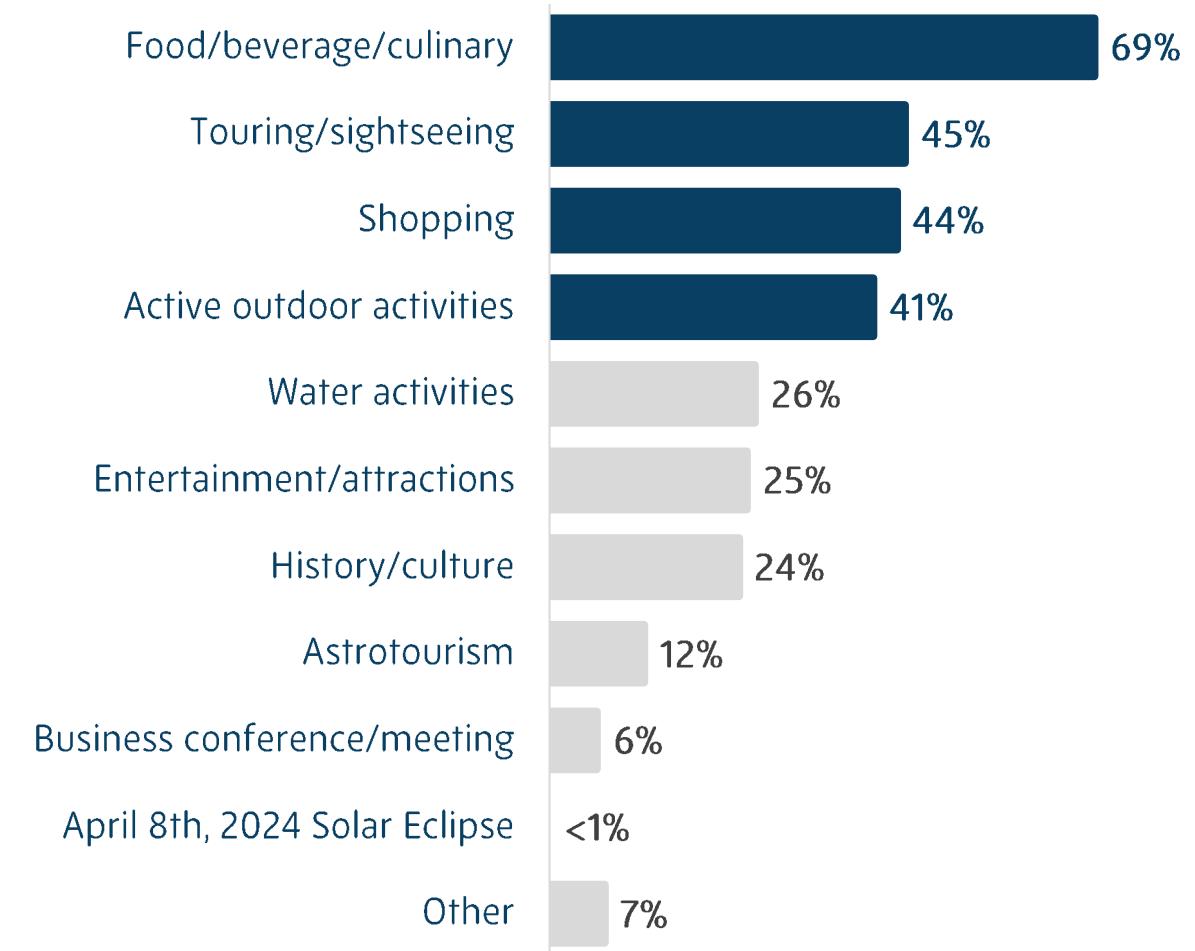
IN-MARKET VISITOR RESOURCES*

- » Visitors were still most likely to rely on navigation websites/apps (i.e., Google Maps, etc.) to plan activities in-market
- » Over **3 in 10** visitors used restaurant websites or apps to plan activities in-market
- » Visitors were increasingly relying on Maine's social media (+6% points from 2023)



VISITOR ACTIVITIES*

- » Nearly **7 in 10** visitors engaged in food/beverage/culinary activities during their trip to Maine (+4% points from 2023)
- » Around **2 in 5** visitors engaged in touring/sightseeing, shopping, and or active outdoor activities during their trip



DETAILED VISITOR ACTIVITIES*

Activity	%	Activity	%	Activity	%
Sightseeing	38%	Enjoyed high-end cuisine or five-star dining	13%	Hunting	4%
Enjoying the ocean views/rocky coast	37%	Canoeing/kayaking	12%	Mountain/Fat Biking	4%
Going to local brew pubs/craft breweries	34%	Exploring State and National Parks	12%	Nordic skiing	4%
Ate lobster	32%	Visit art museums/local artisan studios	11%	Attend popular music concerts/events	5%
Driving for pleasure	29%	Shopping for unique/locally produced goods	10%	Shopping at malls	4%
Ate other local seafood	29%	Going to the beach	9%	Riding all-terrain vehicles	4%
Enjoying the mountain views	28%	Visit historic sites/museums	10%	Bicycling touring	3%
Consumed other locally produced Maine foods	25%	Get to know the local people and/or culture	10%	Outdoor fun centers	3%
Photography	22%	Shopping for gifts/souvenirs	10%	Alpine skiing/snowboarding	2%
Hiking/climbing/backpacking	22%	Ate farm-to-table or organic cuisine	9%	Snowshoeing	2%
Enjoyed unique Maine food or beverages	20%	Shopping for "Made in Maine" products	9%	Painting/drawing/sketching	2%
Shopping for antiques/local arts and crafts	19%	Motor boating	8%	Amusement/theme parks	2%
Wildlife viewing/bird watching	18%	Snowmobiling	8%	Water parks	2%
Tours of communities/local architecture	18%	Outdoor swimming	8%	Animal parks/zoo	2%
Visited Farmer's Markets	18%	Camping	6%	Water skiing/jet skiing	1%
Enjoying local food at fairs/festivals	16%	Bars/nightlife	6%	Pool swimming	1%
Outlet shopping	15%	Agricultural fairs	6%	Surfing	1%
Viewing fall colors	15%	White water rafting	5%	Attend operas/classical music events	1%
Nature cruises or tours	14%	Attend plays/musicals/theatrical events	5%	Children's museums	1%
Fishing	14%	Attend sporting events	5%	Horseback riding	1%
Shopping in downtown areas	14%	Sailing	4%	Summer camps	1%

DAILY TRAVEL PARTY SPENDING

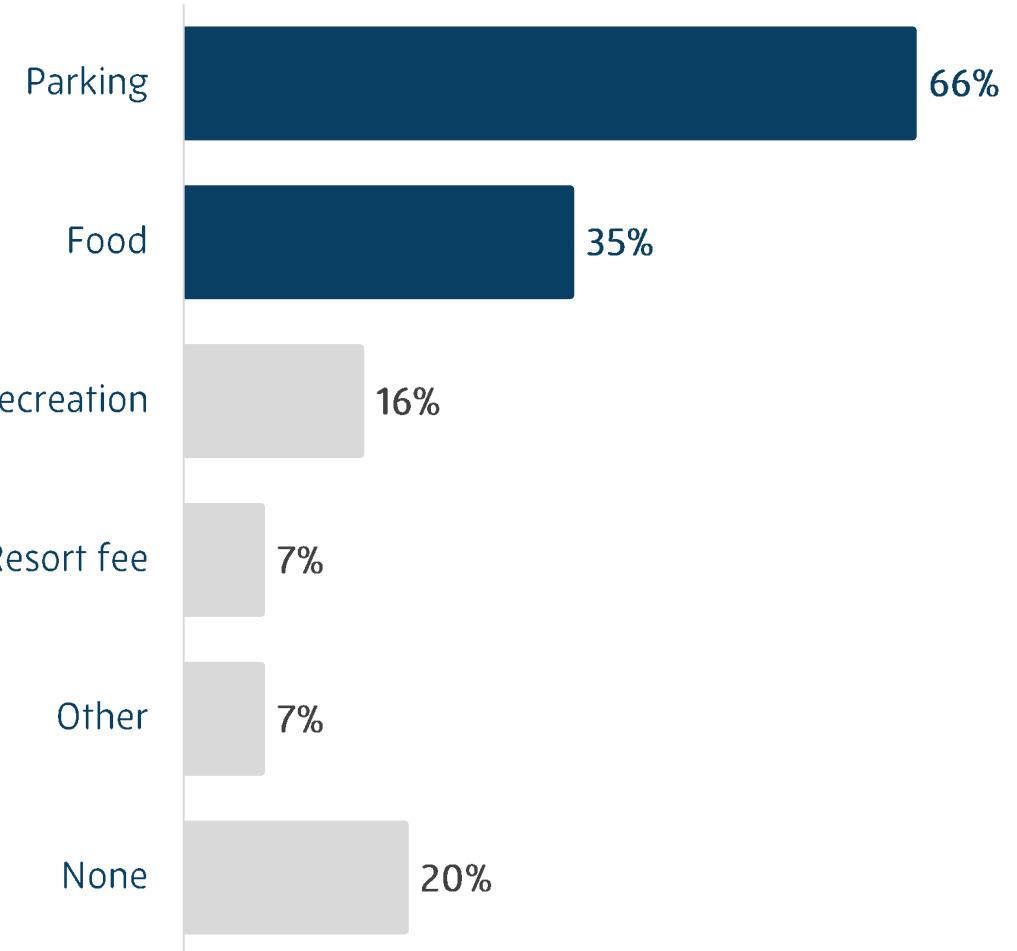
	Paid Lodging	Unpaid Lodging	Day Trippers
Accommodations	\$250	\$0	\$0
Transportation	\$58	\$46	\$46
Groceries	\$38	\$35	\$18
Restaurants	\$116	\$74	\$36
Shopping	\$116	\$64	\$68
Activities & Attractions	\$85	\$51	\$35
Other	\$26	\$18	\$5
Daily Spending	\$689	\$288	\$208

TOTAL TRAVEL PARTY SPENDING

	Paid Lodging	Unpaid Lodging	Day Trippers
Accommodations	\$1,350	\$0	\$0
Transportation	\$313	\$327	\$46
Groceries	\$205	\$249	\$18
Restaurants	\$626	\$525	\$36
Shopping	\$626	\$454	\$68
Activities & Attractions	\$459	\$362	\$35
Other	\$140	\$128	\$5
Total Spending	\$3,721	\$2,045	\$208

LODGING AMENITIES*

- » An amenity such as parking, food, recreation, parking fee, etc., was included in the room price for **4 in 5** visitors
- » Price for accommodations included parking for **2 in 3** visitors
- » Food was included in accommodations' pricing for over **1 in 3** visitors



Kennebec Valley

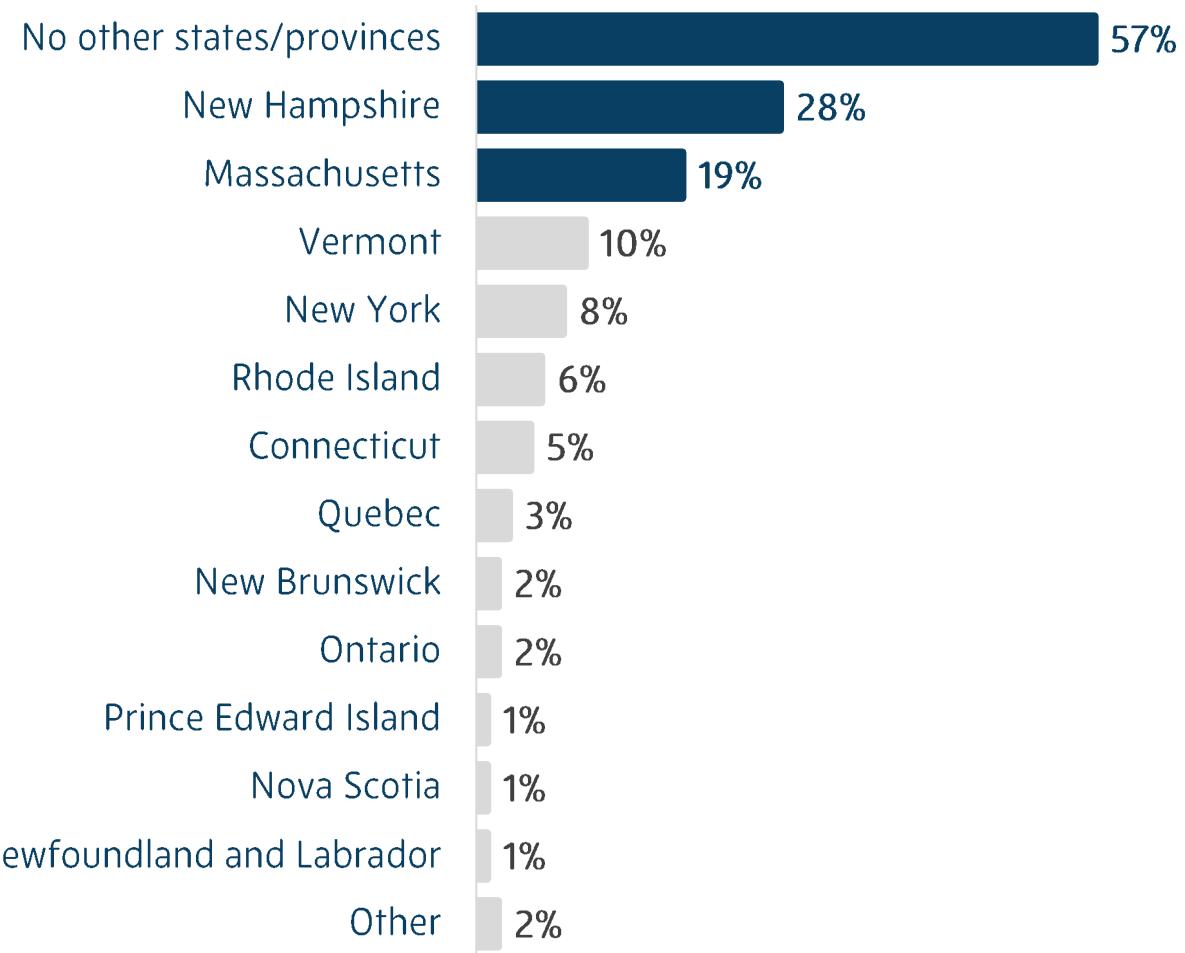
81

*Multiple responses permitted.

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RESEARCH

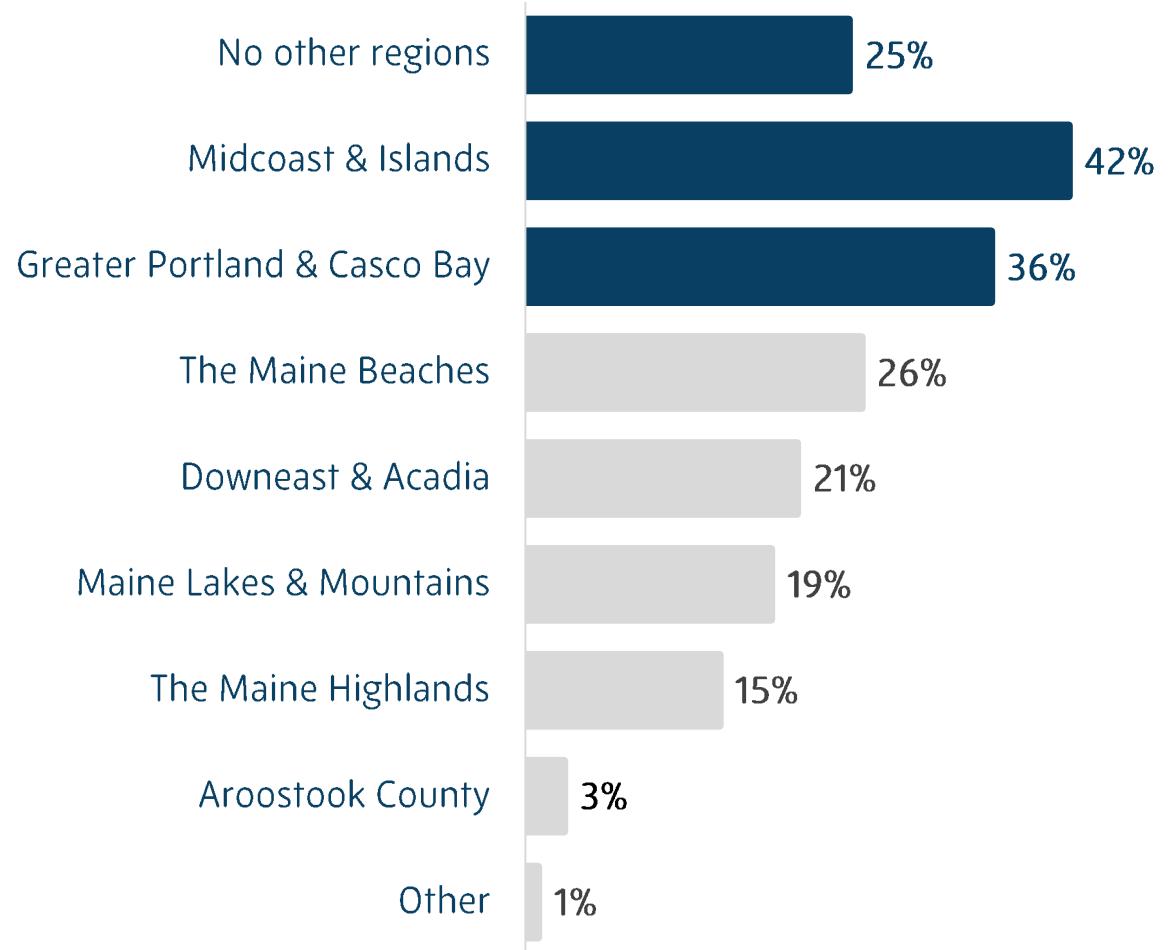
OTHER STATES & PROVINCES VISITED*

- » Nearly 3 in 5 visitors did not visit any other U.S. state or Canadian province during their trip
- » Nearly 3 in 10 visitors went to New Hampshire during their trip
- » Visitors were more likely to visit U.S. states near Maine than they were to travel to a Canadian province during their trip



TRAVELING WITHIN MAINE*

- » **1 in 4** visitors stayed within the region of their primary destination during their trip in Maine, rather than traveling throughout the state (-11% points from 2023)
- » Around **2 in 5** visitors visited the Midcoast and Islands area and/or Greater Portland and Casco Bay in addition to their primary destination within Maine



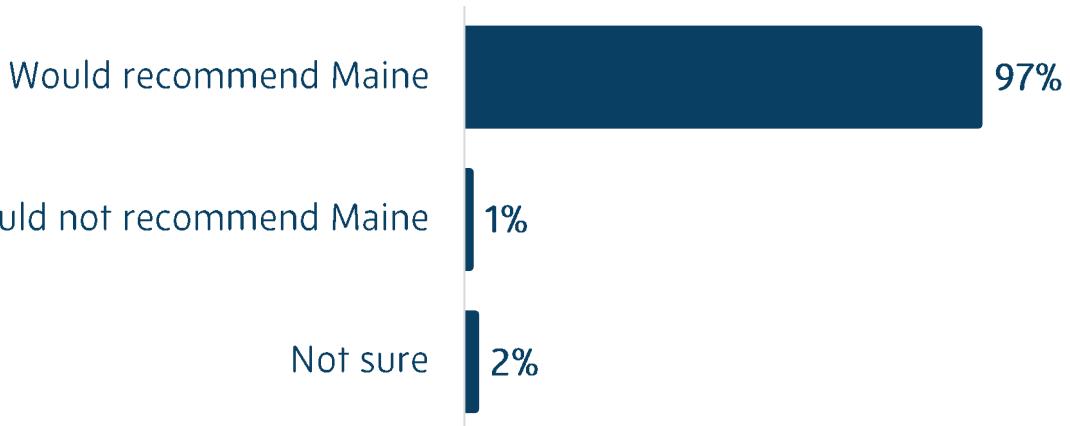
VISITOR JOURNEY : POST-TRIP EVALUATION



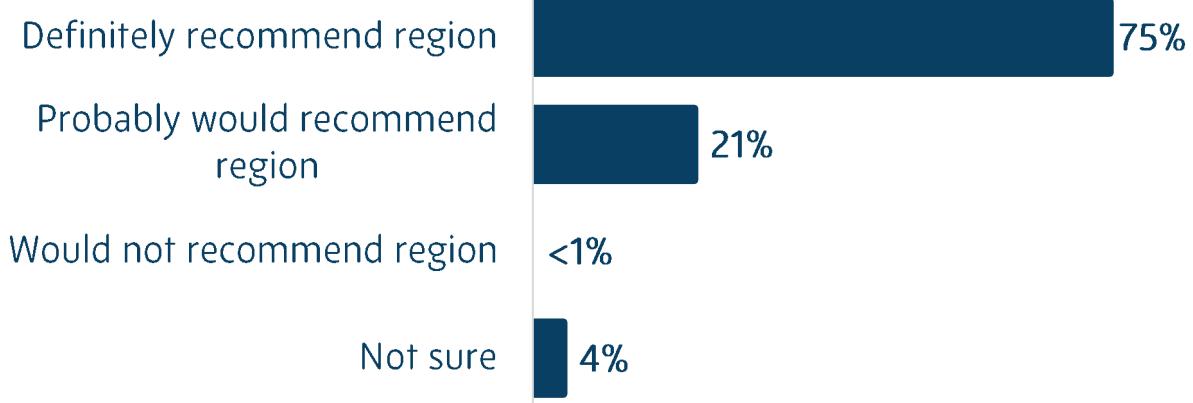
RECOMMENDING MAINE & ITS REGIONS

- » Nearly **all** visitors (97%) would recommend that their friends and family choose Maine as their destination for a future visit or vacation
- » **96%** of visitors would recommend that their friends and family visit the specific region of Maine that they traveled to on their trip – **75%** would definitely recommend (+4% points from 2023)

Likelihood of Recommending Maine



Likelihood of Recommending Region Visited



LIKELIHOOD OF RETURNING TO MAINE

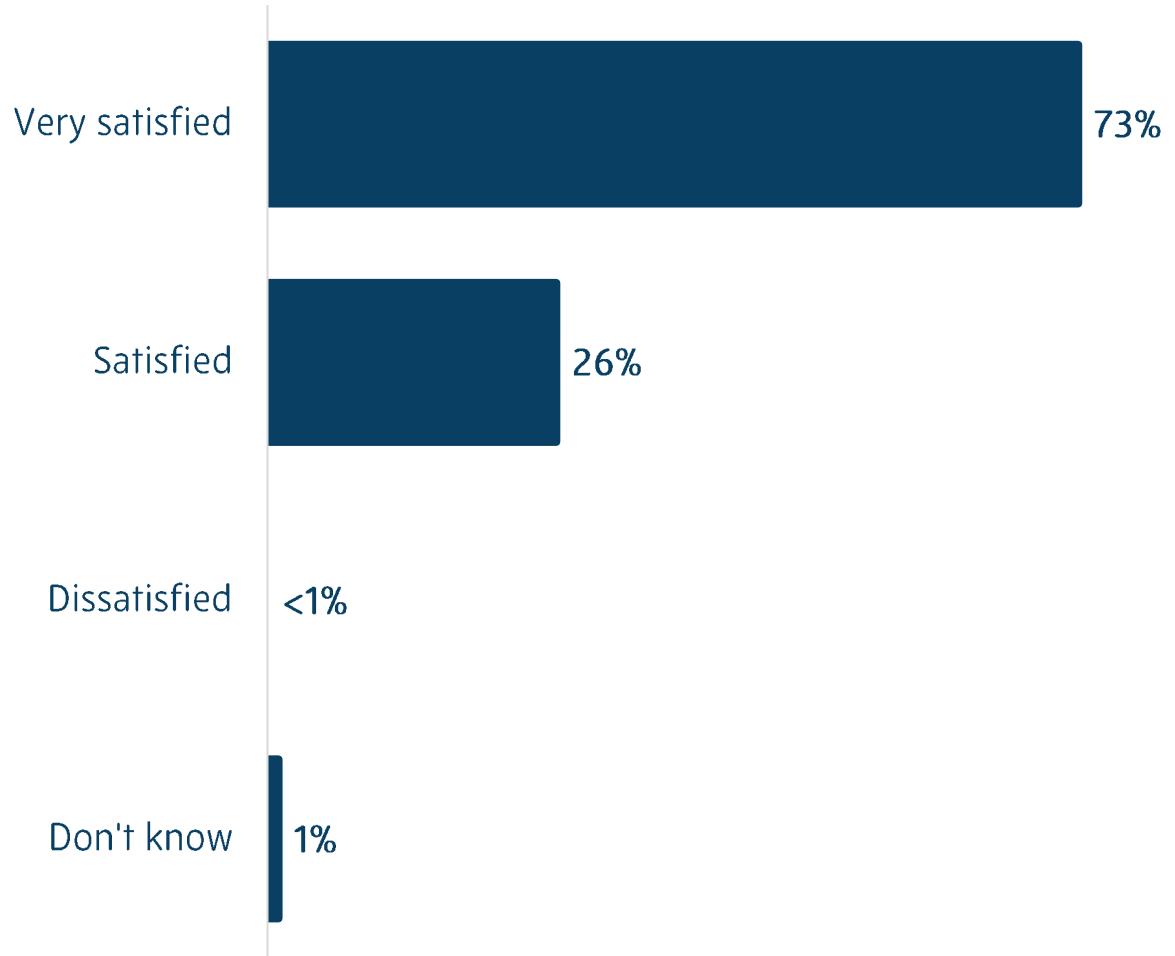
» Like last year, over **9 in 10** visitors will return to Maine for a future visit or vacation



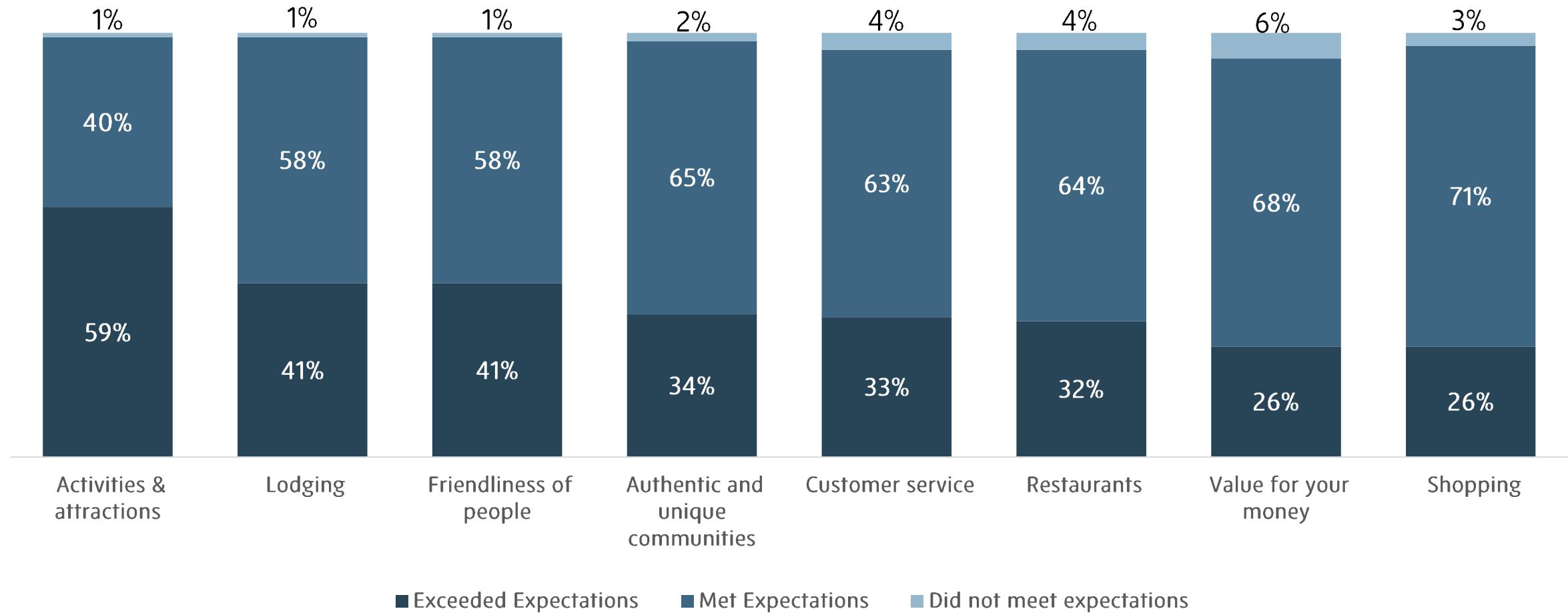
*7% of all visitors are not sure if they will return to Maine for the following reasons:
1. Prefer a variety of destinations. 2. Airline service is too limited or too expensive. 3. Traffic/difficult drive. 4. Too expensive for what you get.

SATISFACTION

- » **99%** of visitors were satisfied or very satisfied with their trip to Maine
- » Over **7 in 10** visitors were very satisfied with their trip to Maine (+7% points from 2023)

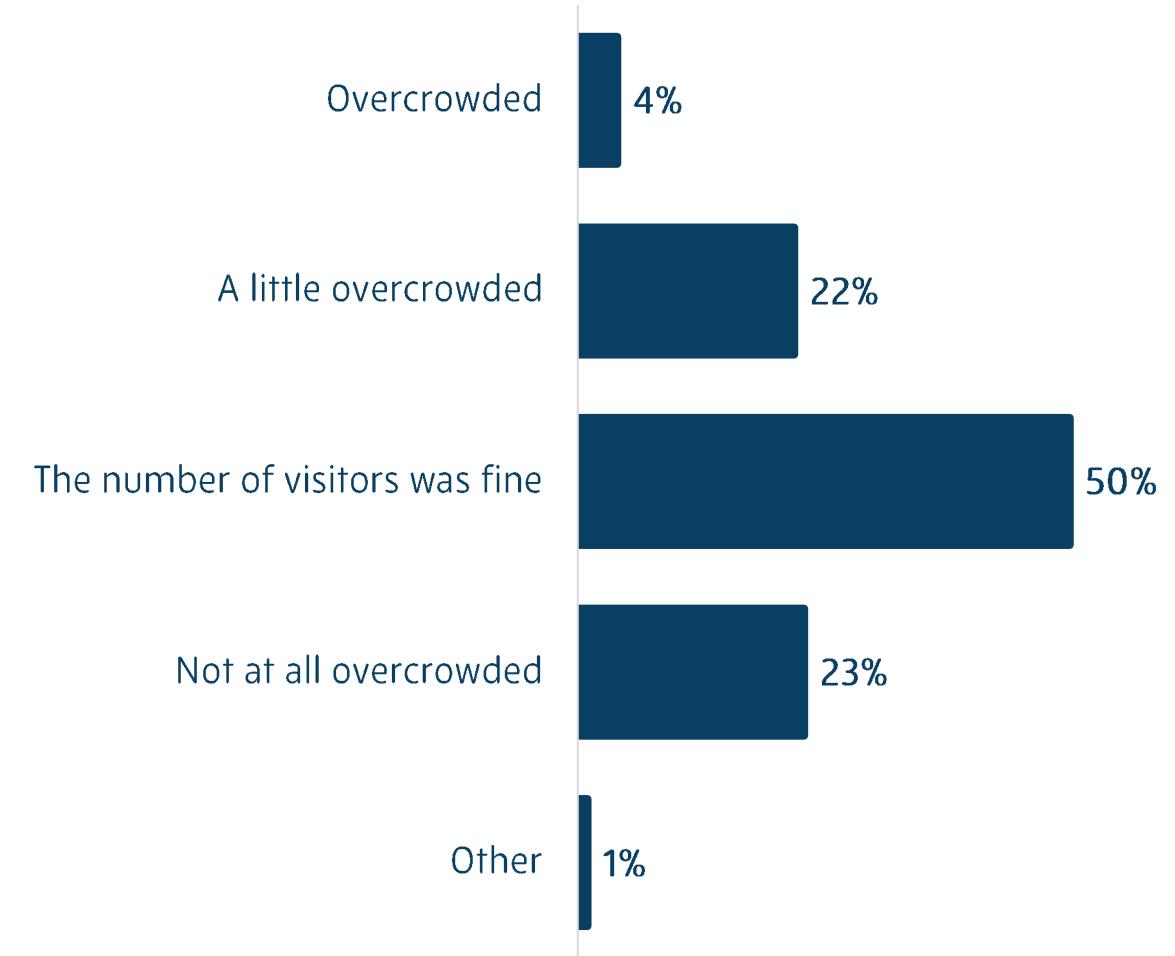


TRIP RATINGS



OVERCROWDING

- » 50% of visitors thought the number of visitors during their trip to Maine was fine (-5% points from 2023)
- » 22% of visitors thought it was a little overcrowded (+6% points from 2023)



ANNUAL COMPARISONS



VISITOR JOURNEY : PRE-VISIT

Pre-Visit

Traveler
Profile

Trip
Experience

Post-Trip
Evaluation

Impact of
Tourism

TRIP PLANNING CYCLE

Trip Planning Cycle	2023	2024
A week or less	19%	15%
2 - 3 weeks	13%	13%
1 - 2 months	22%	24%
3 - 4 months	17%	21%
5 - 6 months	12%	14%
7 months - 1 year	11%	8%
More than 1 year	6%	5%
Days in Planning Cycle	55	58
Booking Window	2023	2024
A week or less	25%	21%
2 - 3 weeks	15%	14%
1 - 2 months	24%	26%
3 - 4 months	14%	18%
5 - 6 months	9%	12%
7 months - 1 year	9%	7%
More than 1 year	4%	2%
Days in Booking Window	43	47

ONLINE TRIP PLANNING SOURCES*

Online Trip Planning Sources	2023	2024
Online search engines	29%	30%
Visit Maine social media	11%	18%
Online travel agency	11%	17%
Facebook	14%	16%
VisitMaine.com	14%	14%
Hotel websites	11%	14%
Instagram	10%	11%
YouTube	8%	11%
Airbnb	7%	10%
Traveler reviews/blogs/stories	10%	10%
Tripadvisor	9%	9%
Vrbo	5%	8%
Airline websites	4%	4%
MaineTourism.com	4%	4%
Vacation rental websites	3%	3%
KennebecValley.org	4%	3%
MaineLakesandMountains.com	3%	3%
VisitBarHarbor.com	2%	3%
DiscoverNewEngland.com	3%	2%
DowneastAcadia.com	2%	2%
MainesMidCoast.com	2%	2%
TheMaineBeaches.com	2%	2%
VisitPortland.com	1%	2%
VisitAroostook.com	1%	1%
TheMaineHighlands.com	1%	1%
X (Formerly Twitter)	1%	1%
Other	7%	7%
None	40%	31%

*Multiple responses permitted.

OTHER TRIP PLANNING SOURCES*

Other Trip Planning Sources	2023	2024
Advice from friends/family	37%	46%
Articles or travelogues	17%	16%
AAA	11%	13%
Travel planning apps	8%	12%
Travel guides/brochures	8%	8%
Travel books & magazines	5%	5%
Called the Maine Office of Tourism	3%	4%
Visitor Guide	3%	3%
Visit Maine e-newsletter	2%	3%
Called local convention and visitors bureaus	1%	2%
Called local Chambers of Commerce	2%	2%
Travel agent	1%	2%
Called another Maine Tourism/Lodging Association	1%	1%
Other	4%	4%
None	45%	37%

REASON FOR VISITING*

Reasons for Visiting	2023	2024
Visiting friends/relatives	33%	35%
Relax and unwind	28%	26%
Sightseeing/touring	27%	25%
Nature & bird watching	19%	16%
Special occasion	10%	13%
Special event	10%	12%
Active outdoor activities	13%	12%
Attractions	5%	10%
Water activities	11%	9%
Shopping	9%	9%
Snow activities	8%	8%
Sporting event	7%	6%
Conference/meeting	5%	5%
Culture/museums/history	3%	4%
Beach	3%	3%
Astrotourism	1%	3%
April 8 th , 2024 Solar Eclipse	NA	<1%
Other	11%	10%

*Multiple responses permitted.

TV SHOWS & FILM

Trip Inspiration From Film	2023	2024
Yes	11%	12%
No	89%	86%
Don't know	<1%	2%
How Film Inspired Trip*	2023	2024
Visiting a location of a TV show or film was one of the activities I engaged in while in Maine	62%	58%
Seeing Maine in a film or TV show made me think about Maine as a place to visit	23%	22%
Maine was a destination option and visiting a location related to a TV show or film was the deciding factor	9%	10%
Visiting a location related to a TV show or film was the main reason I visited Maine	4%	6%
Something else	2%	4%
Visited TV or Film Attractions**	2023	2024
Yes	15%	26%
No	83%	72%
Don't know	2%	2%

*Only asked to those who said a TV show or film inspired them to take a trip to Maine.

**Only asked to those who said they were NOT inspired by a TV show or film to visit Maine.

OTHER STATES/PROVINCES CONSIDERED*

Other States/Provinces Considered	2023	2024
No other states/provinces	62%	53%
New Hampshire	23%	29%
Massachusetts	14%	18%
Vermont	14%	12%
New York	7%	8%
Connecticut	6%	5%
Rhode Island	6%	5%
Quebec	2%	3%
New Brunswick	3%	2%
Nova Scotia	3%	2%
Newfoundland and Labrador	1%	1%
Ontario	1%	1%
Prince Edward Island	1%	1%
Other	2%	2%

ADVERTISING/PROMOTIONS

Recalled Advertising	2023	2024
Yes	46%	41%
No	37%	35%
Not sure	17%	24%
Influenced by Advertising	2023	2024
Yes	25%	20%

ADVERTISING/PROMOTIONS*

Sources of Advertising Noticed*

Sources of Advertising Noticed*	2023	2024
Social media	55%	54%
Internet	41%	35%
Magazine	24%	23%
VisitMaine.com	16%	21%
Traveler reviews/blogs	14%	15%
AAA	17%	14%
Cable or satellite television	20%	13%
Radio	13%	12%
Maine travel/visitor guide	6%	10%
Online streaming service	13%	9%
Newspaper	10%	7%
Brochure	5%	6%
Music/podcast streaming	5%	4%
Deal – based promotion	2%	2%
Billboard	2%	2%
Other	7%	5%
Not sure	2%	4%

Kennebec Valley

99

*Multiple responses permitted.

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RESEARCH

VISITOR JOURNEY : TRAVELER PROFILE



ORIGIN REGION

Region of Origin	2023	2024
New England	30%	31%
Maine	25%	21%
Mid-Atlantic	17%	20%
Southeast	9%	9%
Midwest	6%	8%
Canada	6%	5%
West	4%	3%
Southwest	2%	2%
International	1%	1%

ORIGIN STATE/PROVINCE

Origin States & Provinces	2023	2024
Maine	25%	21%
Massachusetts	16%	15%
New Hampshire	6%	7%
New York	6%	6%
Connecticut	4%	5%
New Jersey	4%	4%
Pennsylvania	3%	4%
Florida	4%	3%
Vermont	1%	3%
Maryland	2%	2%
Ohio	2%	2%
Rhode Island	2%	2%
Virginia	2%	2%
Quebec	3%	2%

ORIGIN MARKET

Origin Markets	2023	2024
Boston	10%	9%
New York City ¹	7%	7%
Washington DC - Baltimore ²	4%	4%
Portland	3%	3%
Waterville	4%	3%
Philadelphia	2%	2%
Providence, RI	2%	2%

¹Includes some markets in New Jersey, Pennsylvania, and Connecticut.

²Includes some markets in Maryland, Virginia, and West Virginia.

TRAVEL PARTY SIZE/COMPOSITION

Travel Party Composition	2023	2024
As a couple	40%	42%
As a family	22%	21%
Traveled alone	19%	18%
With other couples/friends	17%	15%
With business associates	2%	3%
In a tour group	<1%	<1%
Other	1%	1%
Average Travel Party Size	3.1	2.9

TRAVEL WITH CHILDREN/GENDER

Children in Travel Party*	2023	2024
No children	82%	86%
Children younger than 6	5%	4%
Children 6 – 12	8%	7%
Children 13 – 17	10%	7%
Gender	2023	2024
Male	47%	54%
Female	53%	45%
Gender-fluid/non-binary	<1%	1%
Transgender	<1%	<1%
Other	<1%	<1%

DEMOGRAPHIC PROFILE

Age	2023	2024
Under 25	8%	5%
25 – 34	14%	14%
35 – 44	22%	20%
45 – 54	21%	24%
55 – 65	22%	25%
Over 65	13%	12%
Median Age	48	50
Race/Ethnicity	2023	2024
White	90%	92%
Black	2%	2%
Asian	2%	2%
Hispanic	3%	2%
Indigenous	1%	1%
Other	2%	1%

LIFESTYLE PROFILE

Marital Status	2023	2024
Single/widowed	26%	27%
Married/living with partner	74%	73%
Employment Status	2023	2024
Employed full-time	56%	63%
Employed part-time	9%	8%
Contract/freelance/temporary employee	8%	7%
Retired	17%	15%
Not currently employed	7%	5%
Student	3%	2%

LIFESTYLE PROFILE (CONTINUED)

Household Income	2023	2024
Less than \$25,000	7%	5%
\$25,000 - \$49,999	13%	11%
\$50,000 - \$74,999	21%	18%
\$75,000 - \$99,999	17%	19%
\$100,000 - \$149,999	21%	28%
\$150,000 - \$199,999	9%	9%
\$200,000 - \$249,999	5%	5%
\$250,000 or more	7%	5%
Median Household Income	\$88,200	\$96,100

LIFESTYLE PROFILE (CONTINUED)

Educational Attainment	2023	2024
High school or less	12%	8%
Some college or technical school	18%	14%
College or technical school graduate	49%	60%
Graduate school	21%	18%

NEW & RETURNING VISITORS

Previous Trips to Maine

2023

2024

This is my first time	15%	16%
2 - 5 times	28%	27%
6 - 10 times	19%	21%
11+ times	38%	36%

VISITOR JOURNEY : TRIP EXPERIENCE



TRANSPORTATION

Means of Transportation	2023	2024
Drove to Maine	85%	84%
Flew into Portland Intl Jetport	5%	5%
Flew into Boston Logan Intl	3%	4%
Flew into Bangor Intl Airport	2%	2%
Flew into Manchester-Boston Regional Airport	1%	1%
Took a motor coach tour or bus	1%	1%
Traveled by train	1%	1%
Other	2%	2%

LENGTH OF STAY

Nights Stayed	2023	2024
Not staying overnight	17%	16%
1 night	6%	6%
2 nights	13%	12%
3 nights	16%	15%
4 nights	12%	13%
5+ nights	36%	38%
Average Length of Stay	5.3	5.3

ACCOMMODATIONS

Accommodations	2023	2024
Friends/family home	21%	23%
Hotel/motel/resort	20%	22%
Not spending the night	17%	16%
Personal second home	14%	12%
Vacation rental home	8%	10%
Campground/RV Park	7%	6%
Bed & Breakfast/Inn	3%	3%
Wilderness camping	3%	2%
Sporting camp/wilderness lodge	3%	2%
Outdoor Outfitter	1%	1%
Other	3%	3%

BOOKING

Booking Methods	2023	2024
Directly with the hotel/condo	41%	36%
Online travel agency	22%	30%
Short term rental service	8%	11%
Airbnb	9%	9%
Vacation rental company	4%	3%
Offline travel agent	1%	1%
Group tour operator	1%	1%
Travel package provider	<1%	<1%
Other	14%	9%

IN-MARKET RESOURCES*

In-Market Resources	2023	2024
Navigation website/apps	40%	46%
Restaurant website/app	26%	31%
Destination social media	14%	20%
Personal social media	21%	20%
Materials from hotel/campground	13%	16%
Visitor Information Centers	12%	12%
Trip planning app	10%	11%
Hotel/resort website/app	9%	8%
VisitMaine.com	8%	7%
Booking website/app	5%	5%
Airline website/app	2%	2%
Chambers of Commerce	2%	2%
Other	7%	5%
None	35%	26%

ACTIVITIES*

Activities	2023	2024
Food/beverage/culinary	65%	69%
Touring/sightseeing	48%	45%
Shopping	39%	44%
Active outdoor activities	48%	41%
Water activities	28%	26%
Entertainment/attractions	17%	25%
History/culture	19%	24%
Astrotourism	11%	12%
Business conference/meeting	5%	6%
April 8 th , 2024 Solar Eclipse	NA	<1%
Other	7%	7%

Kennebec Valley

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*Multiple responses permitted.

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R E S E A R C H

DETAILED VISITOR ACTIVITIES*

Activity	%	Activity	%	Activity	%
Sightseeing	38%	Enjoyed high-end cuisine or five-star dining	13%	Hunting	4%
Enjoying the ocean views/rocky coast	37%	Canoeing/kayaking	12%	Mountain/Fat Biking	4%
Going to local brew pubs/craft breweries	34%	Exploring State and National Parks	12%	Nordic skiing	4%
Ate lobster	32%	Visit art museums/local artisan studios	11%	Attend popular music concerts/events	5%
Driving for pleasure	29%	Shopping for unique/locally produced goods	10%	Shopping at malls	4%
Ate other local seafood	29%	Going to the beach	9%	Riding all-terrain vehicles	4%
Enjoying the mountain views	28%	Visit historic sites/museums	10%	Bicycling touring	3%
Consumed other locally produced Maine foods	25%	Get to know the local people and/or culture	10%	Outdoor fun centers	3%
Photography	22%	Shopping for gifts/souvenirs	10%	Alpine skiing/snowboarding	2%
Hiking/climbing/backpacking	22%	Ate farm-to-table or organic cuisine	9%	Snowshoeing	2%
Enjoyed unique Maine food or beverages	20%	Shopping for "Made in Maine" products	9%	Painting/drawing/sketching	2%
Shopping for antiques/local arts and crafts	19%	Motor boating	8%	Amusement/theme parks	2%
Wildlife viewing/bird watching	18%	Snowmobiling	8%	Water parks	2%
Tours of communities/local architecture	18%	Outdoor swimming	8%	Animal parks/zoo	2%
Visited Farmer's Markets	18%	Camping	6%	Water skiing/jet skiing	1%
Enjoying local food at fairs/festivals	16%	Bars/nightlife	6%	Pool swimming	1%
Outlet shopping	15%	Agricultural fairs	6%	Surfing	1%
Viewing fall colors	15%	White water rafting	5%	Attend operas/classical music events	1%
Nature cruises or tours	14%	Attend plays/musicals/theatrical events	5%	Children's museums	1%
Fishing	14%	Attend sporting events	5%	Horseback riding	1%
Shopping in downtown areas	14%	Sailing	4%	Summer camps	1%

OTHER STATES/PROVINCES VISITED*

Other States/Provinces Visited	2023	2024
No other states/provinces	65%	57%
New Hampshire	23%	28%
Massachusetts	16%	19%
Vermont	9%	10%
New York	7%	8%
Rhode Island	5%	6%
Connecticut	5%	5%
Quebec	2%	3%
New Brunswick	1%	2%
Ontario	2%	2%
Newfoundland and Labrador	1%	1%
Nova Scotia	1%	1%
Prince Edward Island	1%	1%
Other	2%	2%

TRAVELING IN MAINE*

Maine Regions Visited	2023	2024
No other regions	36%	25%
Midcoast & Islands	33%	42%
Greater Portland & Casco Bay	27%	36%
The Maine Beaches	21%	26%
Downeast & Acadia	17%	21%
Maine Lakes & Mountains	17%	19%
The Maine Highlands	17%	15%
Aroostook County	4%	3%

VISITOR JOURNEY : POST-TRIP EVALUATION



RECOMMENDING MAINE/REGION OF TRAVEL

Recommendation	2023	2024
Would recommend Maine	97%	97%
Would not recommend Maine	1%	1%
Not sure	2%	2%
Recommendation	2023	2024
Definitely recommend region	71%	75%
Probably would recommend region	25%	21%
Would not recommend region	<1%	<1%
Not sure	4%	4%

RETURNING TO MAINE

Returning to Maine	2023	2024
Definitely will return	75%	74%
Probably will return	18%	19%
Probably will not return	<1%	<1%
Not sure	7%	7%

SATISFACTION

Satisfaction	2023	2024
Very satisfied	66%	73%
Satisfied	33%	26%
Dissatisfied	<1%	<1%
Don't know	1%	1%

TRIP EXPECTATIONS

Exceeded Expectations	2023	2024
Activities & attractions	59%	59%
Lodging	47%	41%
Friendliness of people	56%	41%
Authentic and unique communities	44%	34%
Customer service	45%	33%
Restaurants	38%	32%
Value for your money	35%	26%
Shopping	36%	26%

OVERCROWDING

Overcrowding	2023	2024
Overcrowded	5%	4%
A little overcrowded	16%	22%
The number of visitors was fine	55%	50%
Not at all overcrowded	23%	23%
Other	1%	1%

STUDY METHODS



METHODOLOGY



Visitor Tracking

534 interviews were completed with visitors to Kennebec Valley online and in-person at local attractions, parks, hotels, visitor centers, Service Plazas, shops, downtown areas and events between December 1st, 2023 and November 30th, 2024.

Economic Impact

Total economic impact of tourism on Kennebec Valley is a function of direct spending by visitors to Kennebec Valley, as well as the indirect and induced effects of this spending, such as increased business and household spending generated by tourism dollars.

Multiplier

Downs & St. Germain Research uses IMPLAN economic modeling to calculate the multiplier based on direct expenditure data collected from visitors to Kennebec Valley. Agencies such as FEMA, EPA, Federal Reserve Bank, and the Bureau of Land Management use IMPLAN modeling. Kennebec Valley's multiplier is 1.48.

KENNEBEC VALLEY

2024 Economic Impact & Visitor Tracking Report

DECEMBER 2023 – NOVEMBER 2024

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