



ANALYSIS: HOTEL BUSINESS TRAVEL REVENUE BY MARKET

Kalibri Labs – August 2021

The pandemic has been devastating to the hospitality industry, wiping out a decade’s worth of revenue and job growth. **A new report from AHLA and Kalibri Labs projects that the hotel industry will finish 2021 down more than \$59 billion in business travel revenue from 2019, after losing nearly \$49 billion in business travel revenue in 2020.** Business travel includes corporate, group, government, and other commercial categories. Business and group travel are the industry’s largest source of revenue and are not expected to reach pre-pandemic levels until 2024.

Hotel Business Travel Revenue By Market

Market	Total 2019 Revenue	Total 2021 Projected Revenue	\$ Difference vs 2019	% Difference vs 2019
NEW YORK, NY	\$4,559,516,559	\$530,600,844	\$(4,028,915,714)	-88.4%
WASHINGTON, DC/MD/VA	\$2,740,582,466	\$371,196,231	\$(2,369,386,235)	-86.5%
SAN FRANCISCO, CA	\$2,531,094,160	\$178,436,358	\$(2,352,657,803)	-93.0%
ORLANDO, FL	\$2,796,237,340	\$518,314,991	\$(2,277,922,349)	-81.5%
CHICAGO, IL	\$2,527,891,469	\$345,886,720	\$(2,182,004,749)	-86.3%
LOS ANGELES, CA	\$2,682,549,152	\$752,329,741	\$(1,930,219,410)	-72.0%
LAS VEGAS, NV	\$2,326,149,404	\$670,456,483	\$(1,655,692,922)	-71.2%
BOSTON, MA	\$1,672,365,647	\$190,785,287	\$(1,481,580,359)	-88.6%
SAN DIEGO, CA	\$1,610,725,508	\$394,564,554	\$(1,216,160,954)	-75.5%
HAWAIIAN ISLANDS, HI	\$1,530,226,473	\$346,489,857	\$(1,183,736,616)	-77.4%
ATLANTA, GA	\$1,671,255,248	\$491,382,064	\$(1,179,873,184)	-70.6%
DALLAS, TX	\$1,611,361,702	\$459,689,452	\$(1,151,672,250)	-71.5%
SAN JOSE, CA	\$1,227,062,312	\$176,130,722	\$(1,050,931,589)	-85.6%
SEATTLE, WA	\$1,240,528,842	\$192,869,155	\$(1,047,659,687)	-84.5%
PHOENIX, AZ	\$1,349,226,491	\$380,136,289	\$(969,090,202)	-71.8%
ANAHEIM, CA	\$1,155,053,014	\$256,254,837	\$(898,798,177)	-77.8%
HOUSTON, TX	\$1,291,059,842	\$412,312,891	\$(878,746,951)	-68.1%
DENVER, CO	\$1,087,273,002	\$237,141,720	\$(850,131,283)	-78.2%
MIAMI, FL	\$1,327,065,297	\$496,933,768	\$(830,131,529)	-62.6%
NASHVILLE, TN	\$981,311,021	\$238,270,809	\$(743,040,212)	-75.7%
PHILADELPHIA, PA	\$899,600,716	\$220,025,716	\$(679,575,000)	-75.5%
AUSTIN, TX	\$874,303,815	\$206,085,960	\$(668,217,855)	-76.4%
NEW ORLEANS, LA	\$754,300,074	\$136,471,682	\$(617,828,392)	-81.9%
MINNEAPOLIS, MN	\$677,498,367	\$123,744,651	\$(553,753,716)	-81.7%
FORT LAUDERDALE, FL	\$703,671,007	\$231,998,864	\$(471,672,143)	-67.0%
PORTLAND, OR	\$592,109,082	\$153,568,376	\$(438,540,706)	-74.1%
CHARLOTTE, NC	\$589,639,187	\$157,262,728	\$(432,376,459)	-73.3%
SAN ANTONIO, TX	\$647,504,177	\$240,230,755	\$(407,273,422)	-62.9%

DETROIT, MI	\$574,220,124	\$187,029,550	\$(387,190,574)	-67.4%
ST. LOUIS, MO	\$563,064,861	\$177,463,195	\$(385,601,666)	-68.5%
OAKLAND, CA	\$489,820,701	\$126,395,078	\$(363,425,622)	-74.2%
RALEIGH, NC	\$460,921,912	\$114,709,146	\$(346,212,766)	-75.1%
INDIANAPOLIS, IN	\$504,679,703	\$164,397,936	\$(340,281,767)	-67.4%
BALTIMORE, MD	\$447,663,090	\$112,773,330	\$(334,889,760)	-74.8%
SACRAMENTO, CA	\$521,519,891	\$191,079,717	\$(330,440,174)	-63.4%
KANSAS CITY, MO	\$440,352,105	\$142,897,034	\$(297,455,071)	-67.5%
COLUMBUS, OH	\$392,258,721	\$113,602,036	\$(278,656,684)	-71.0%
WEST PALM BEACH, FL	\$416,539,077	\$145,037,484	\$(271,501,593)	-65.2%
CINCINNATI, OH	\$423,250,226	\$158,505,858	\$(264,744,368)	-62.6%
TAMPA, FL	\$428,707,357	\$164,639,617	\$(264,067,740)	-61.6%
PITTSBURGH, PA	\$345,689,113	\$86,588,509	\$(259,100,604)	-75.0%
SALT LAKE CITY, UT	\$365,497,733	\$122,352,423	\$(243,145,310)	-66.5%
LONG ISLAND, NY	\$361,941,528	\$137,133,996	\$(224,807,531)	-62.1%
PALM DESERT, CA	\$314,461,050	\$97,064,777	\$(217,396,273)	-69.1%
LOUISVILLE, KY	\$312,094,114	\$100,363,061	\$(211,731,053)	-67.8%
FORT WORTH, TX	\$386,384,882	\$178,617,085	\$(207,767,796)	-53.8%
MONTEREY BAY, CA	\$294,211,238	\$86,986,415	\$(207,224,824)	-70.4%
CLEVELAND, OH	\$308,979,933	\$102,747,003	\$(206,232,930)	-66.7%
VIRGINIA BEACH, VA	\$474,945,902	\$281,309,005	\$(193,636,896)	-40.8%
MILWAUKEE, WI	\$230,162,979	\$53,184,565	\$(176,978,414)	-76.9%
Source: Kalibri Labs				