

With You



Chris Adams
Head of Research & Insights
Miles Partnership



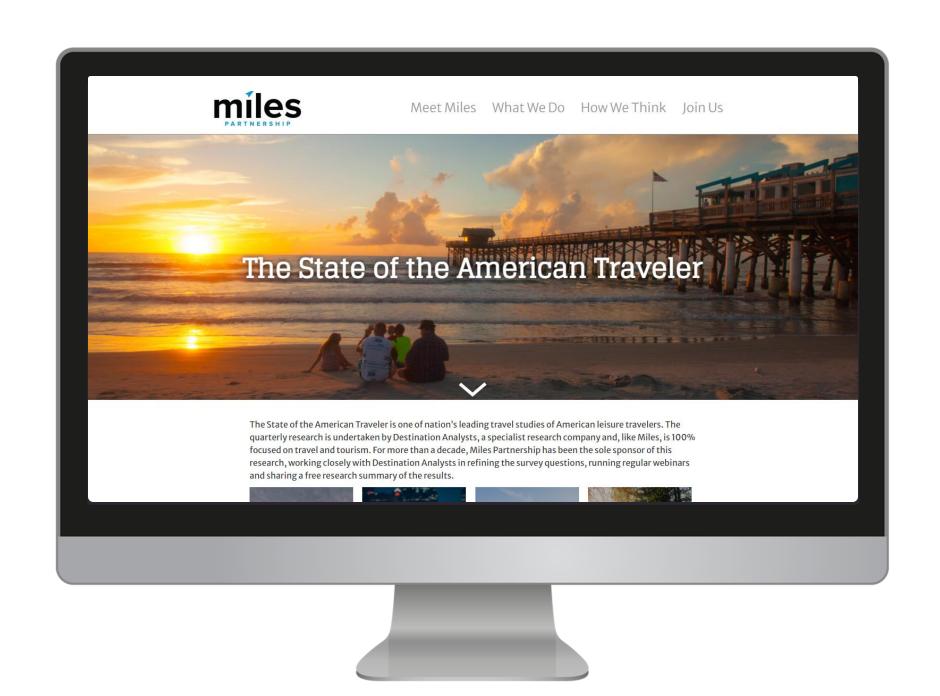
Dave Bratton
Founder & Managing Director
Destination Analysts



Hayden Pigott
TikTok Platform Manager
Miles Partnership

THE STATE OF THE AMERICAN TRAVELER: TECHNOLOGY EDITION

Research, slides and other resources will be available at www.milespartnership.com/SAT www.destinationanalysts.com









The State of the American Traveler Survey

Technology Edition

Presentation of Findings

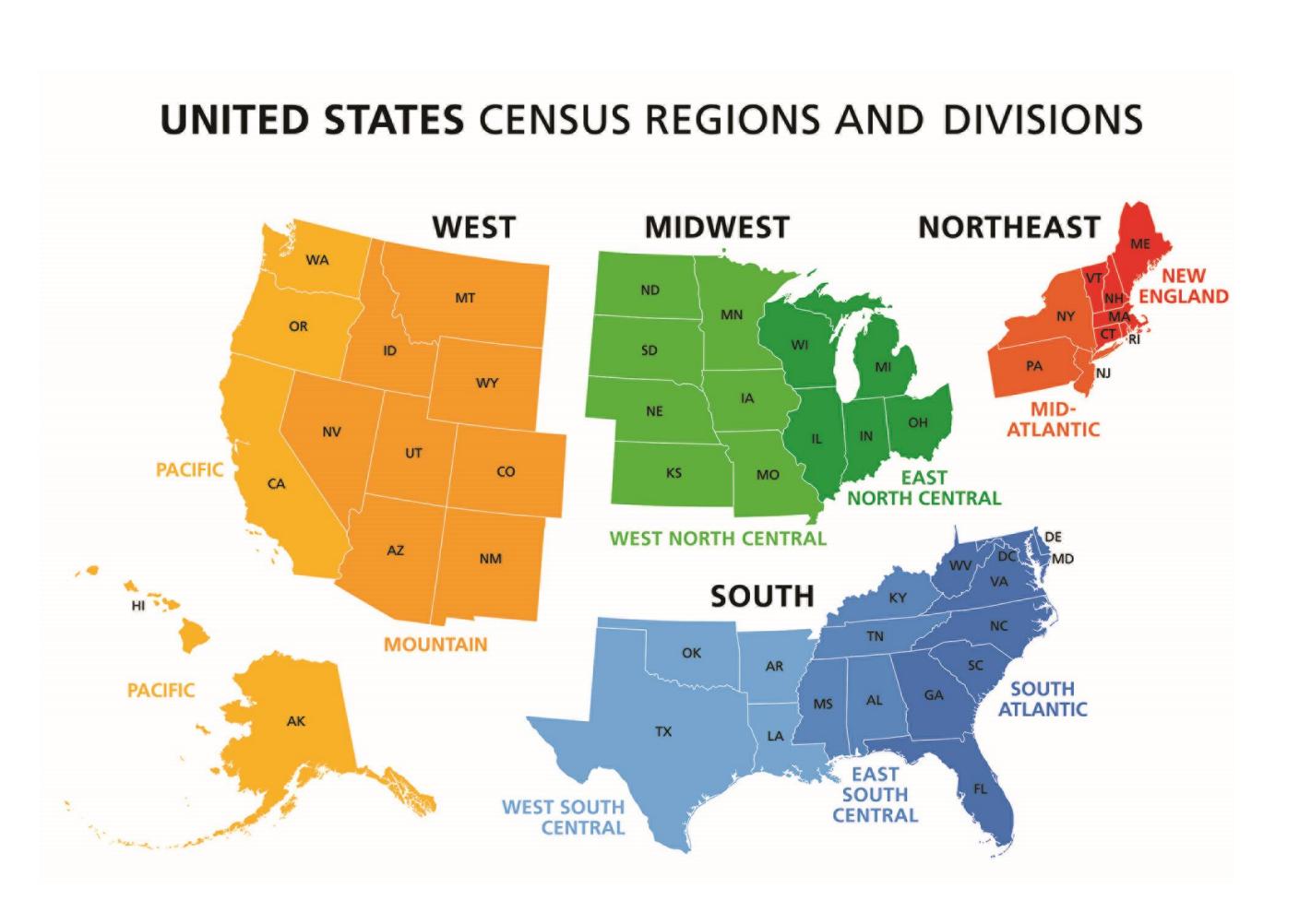
June 2022





METHODOLOGY

- Monthly tracking survey
- Representative sample of adult American travelers in each of four U.S. regions
- Tracks traveler sentiment to generate insights into domestic travel trends
- Survey fielded June 18-24, 2022
- 4,000+ fully completed surveys collected each wave
- Confidence interval of +/- 1.55%
- Data is weighted to reflect the actual population of each region





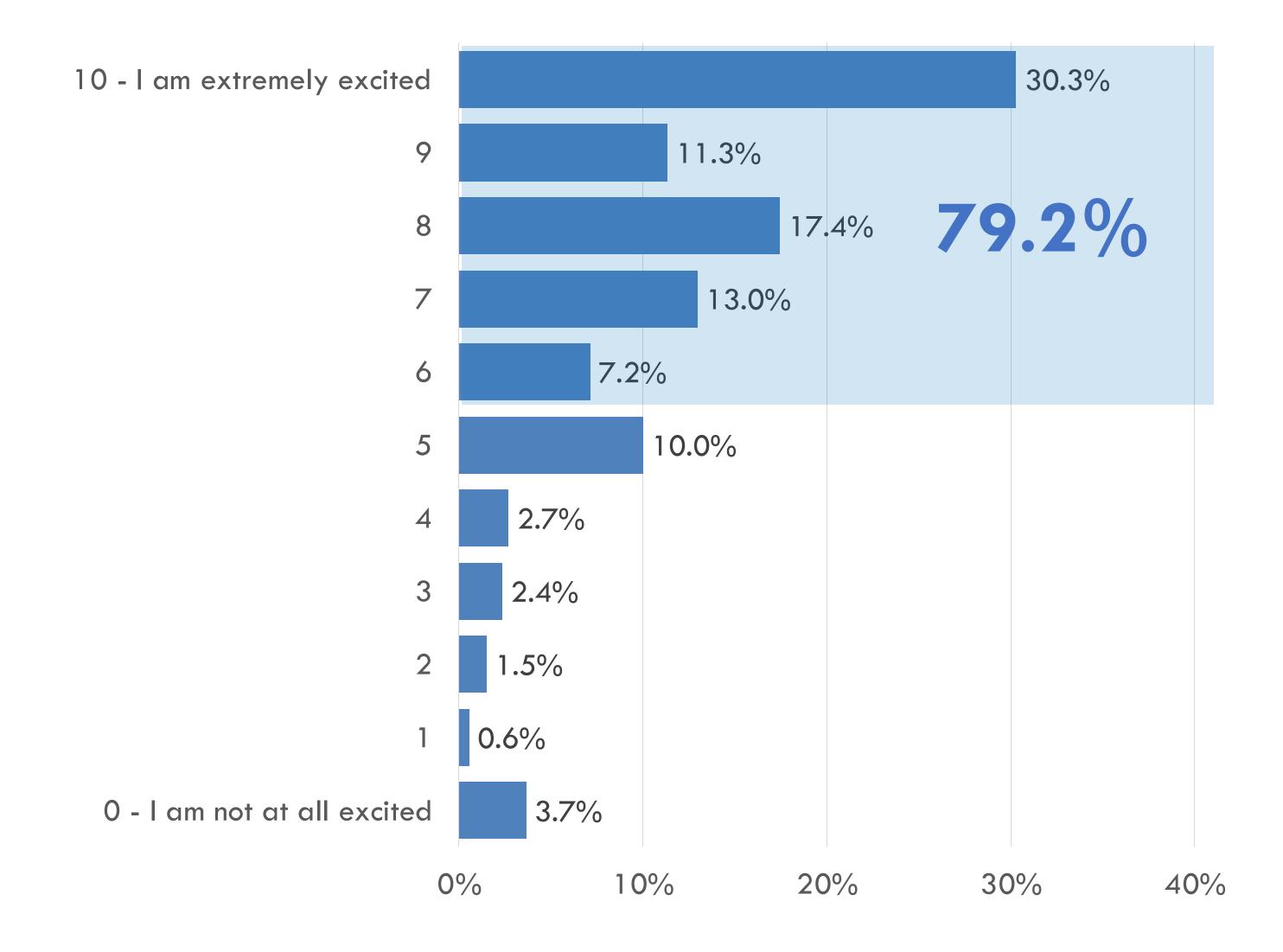


TRAVEL'S RETURN TO NORMALCY

EXCITEMENT FOR LEISURE TRAVEL IN THE NEXT 12 MONTHS

Question: Which best describes how excited you are about LEISURE TRAVEL in the NEXT TWELVE (12) MONTHS? (Please answer using the 11-point scale below)

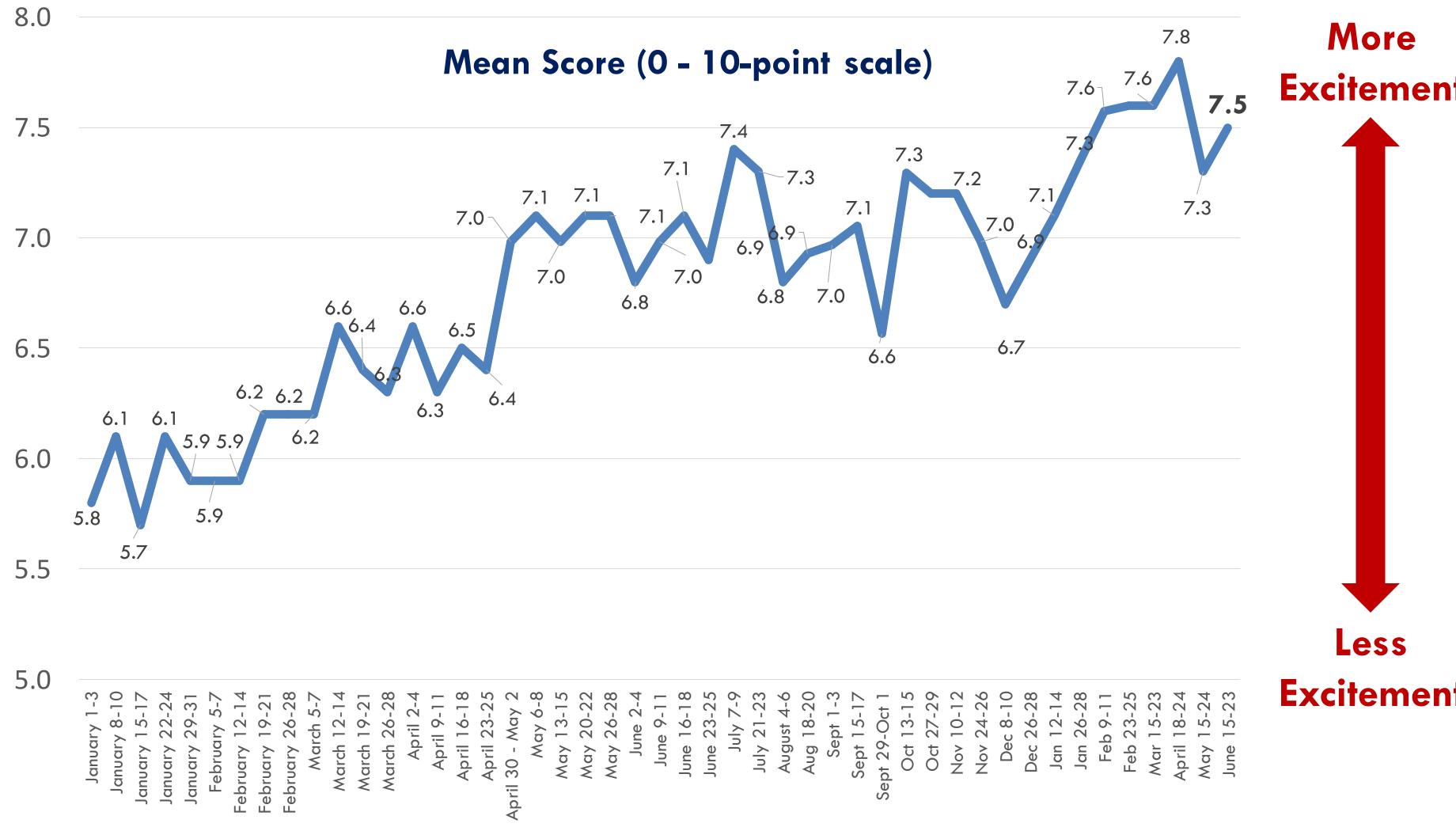
(Base: All respondents, 4,002 completed surveys. Data collected June 15-23, 2022.)

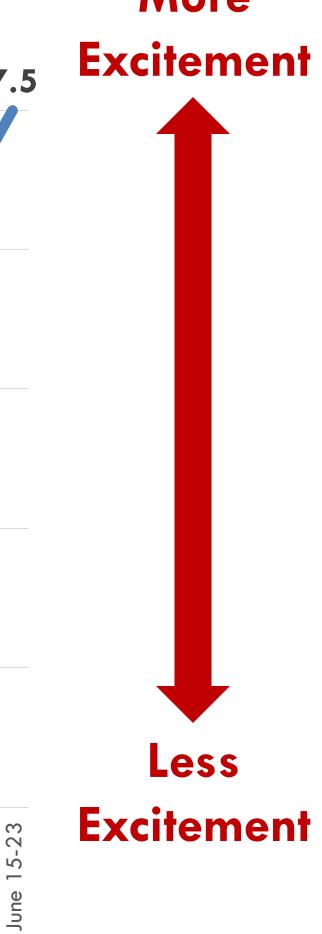




EXCITEMENT FOR LEISURE TRAVEL IN THE NEXT 12 MONTHS

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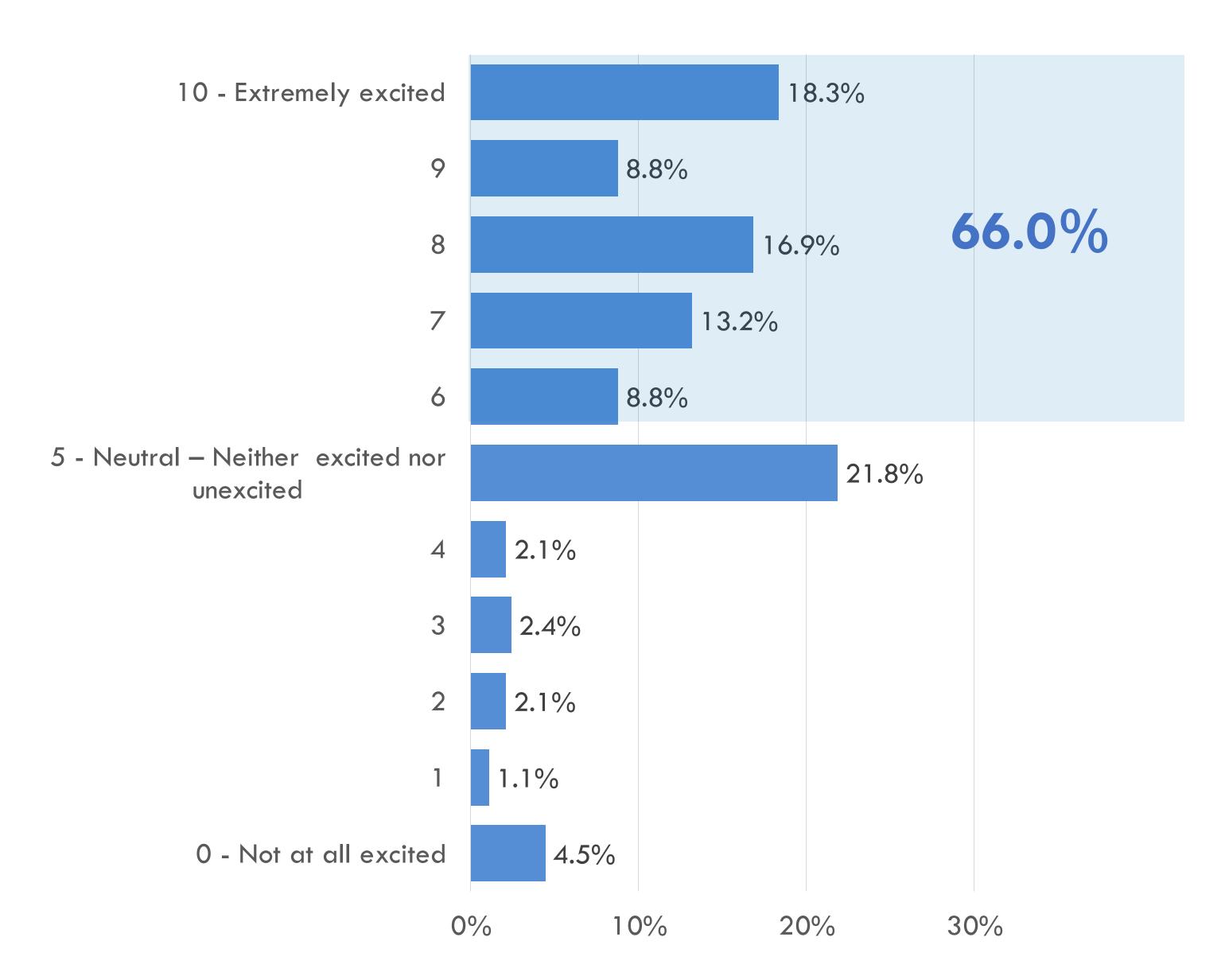


OPENNESS TO TRAVEL INSPIRATION

Question: At this moment, how excited are you in learning about new, exciting travel experiences or destinations to visit?

(Base: All respondents, 4,002 completed surveys.

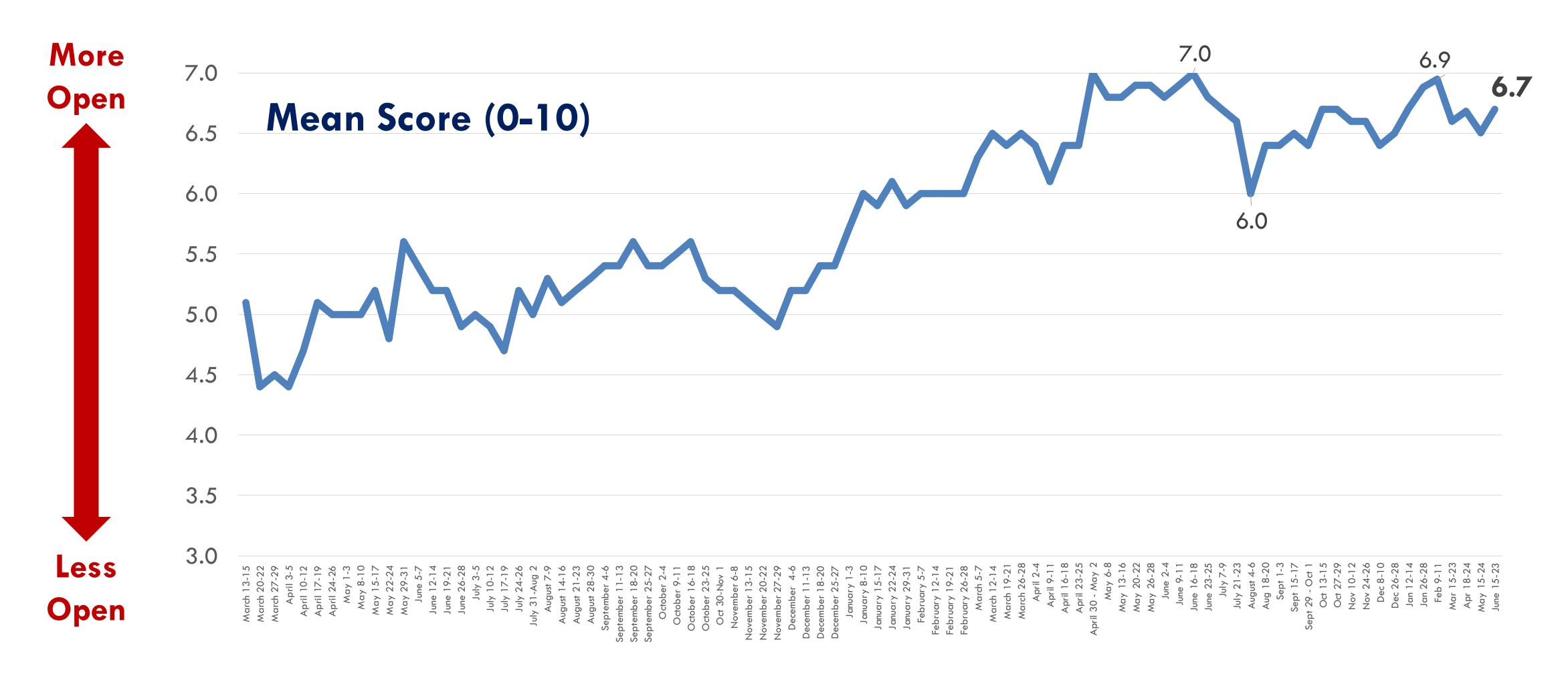
Data collected June 15-23, 2022.)





OPENNESS TO TRAVEL INSPIRATION

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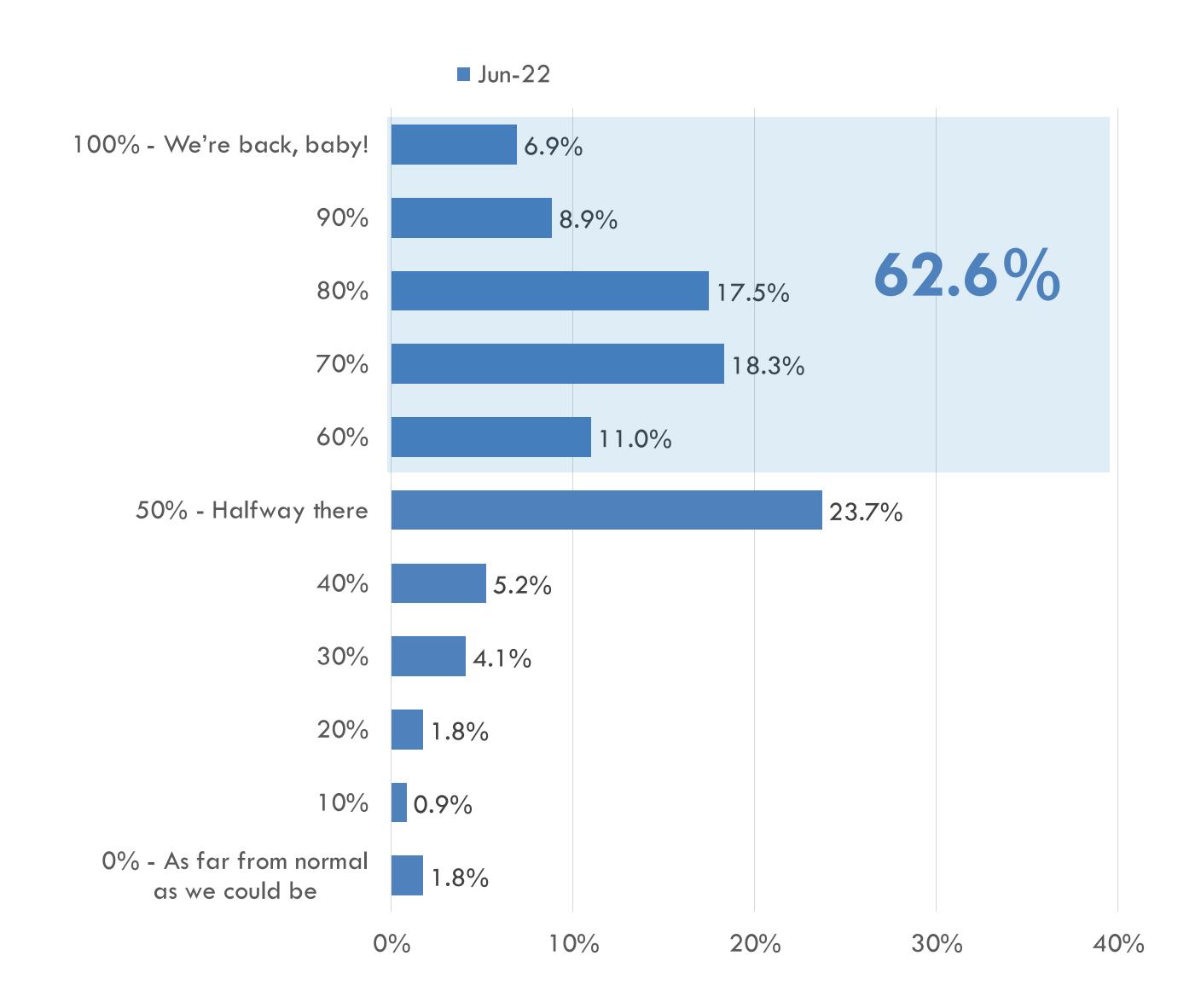




RETURNING TO NORMAL

Question: Overall, how close to "normal" is the U.S. in terms of resuming leisure activities (dining out, travel, etc.)?

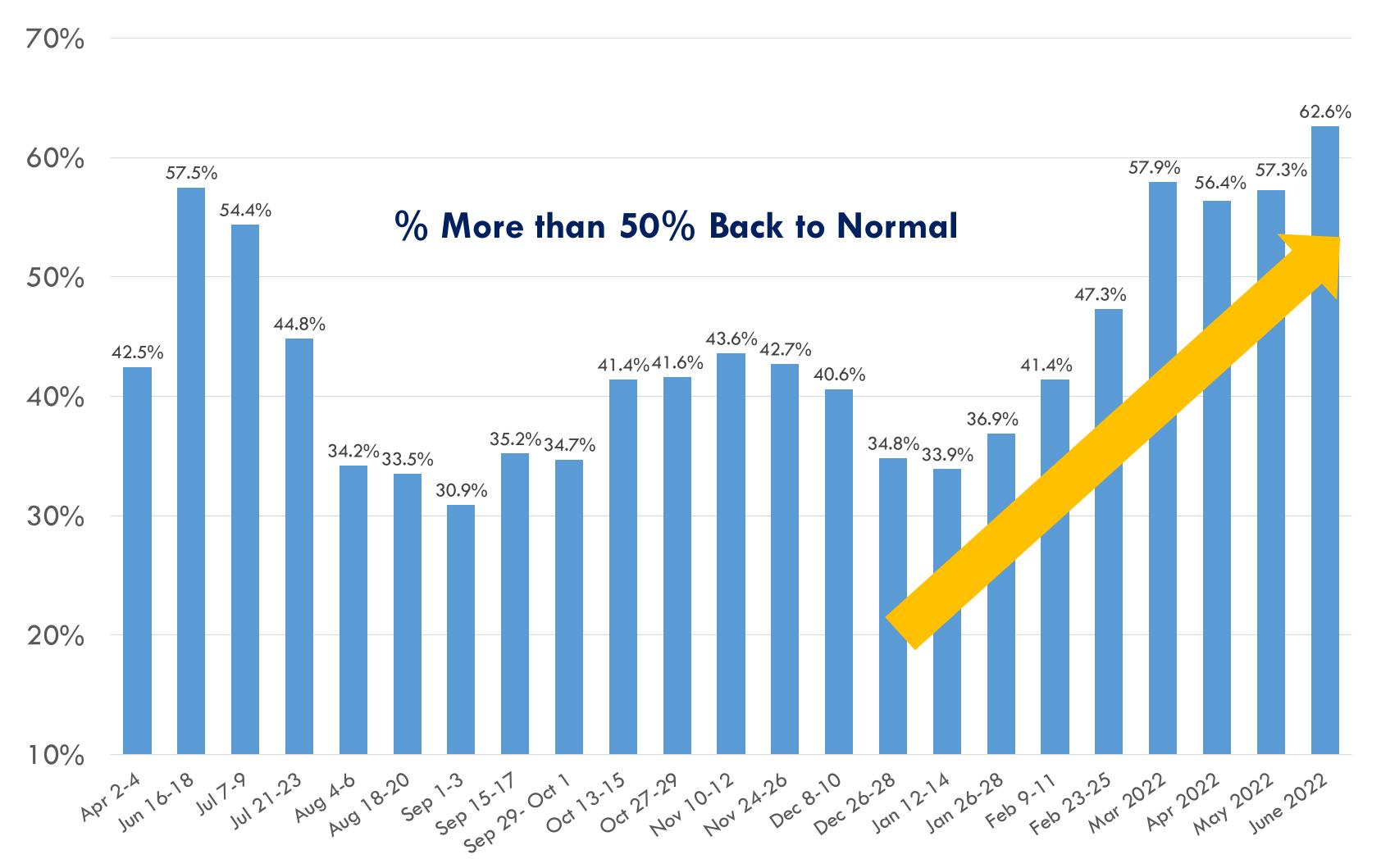
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RETURNING TO NORMAL

Question: Overall, how close to "normal" is the U.S. in terms of resuming leisure activities (dining out, travel, etc.)?







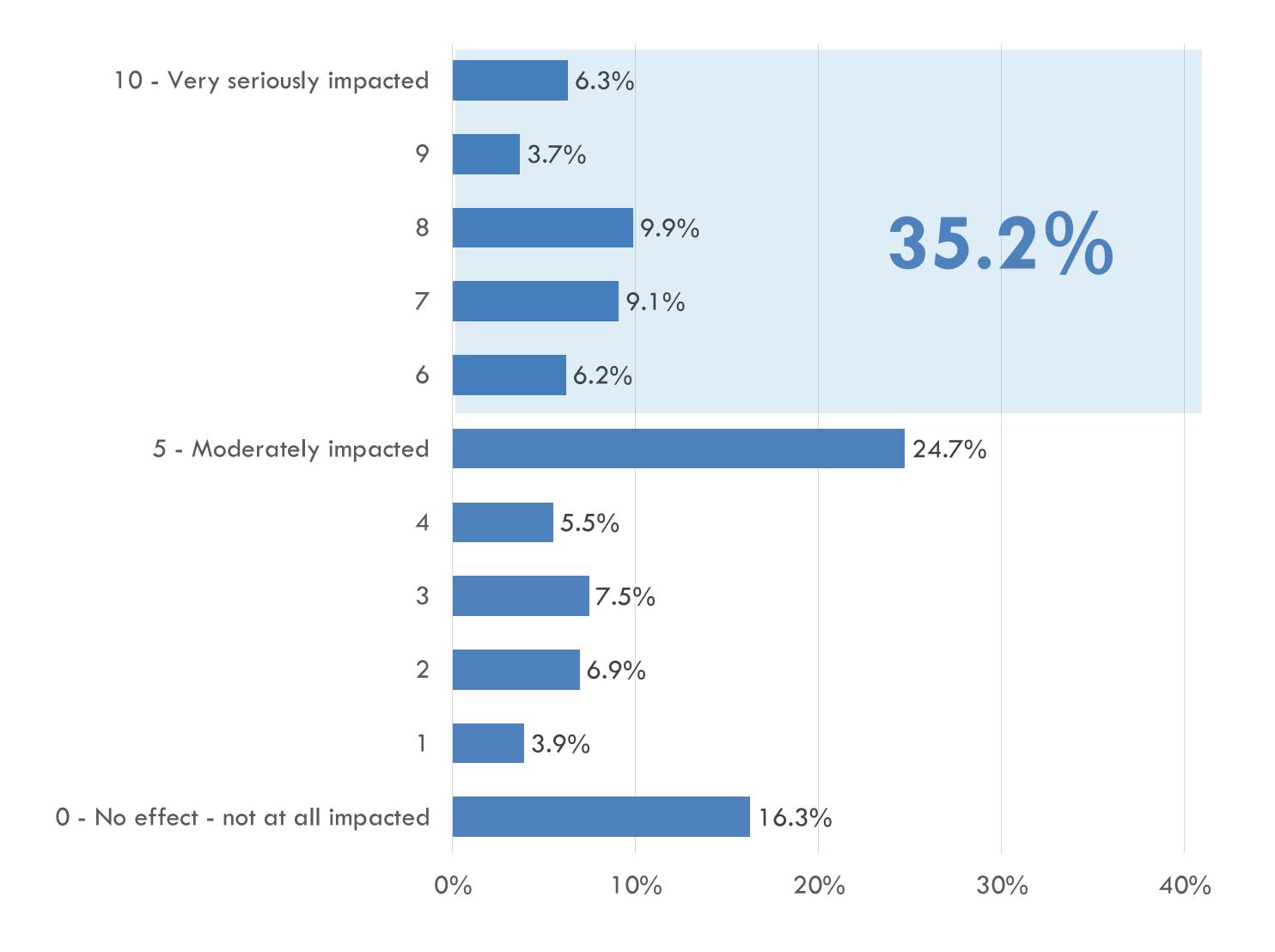
COVID-19'S IMPACT ON MEANINGFUL TRAVEL EXPERIENCES

Question: How much is the COVID-

19 issue impacting your ability to have meaningful travel experiences?
(Select one)

(Base: All respondents, 4,002 completed surveys.

Data collected June 15-23, 2022.)





COVID-19'S IMPACT ON MEANINGFUL TRAVEL EXPERIENCES

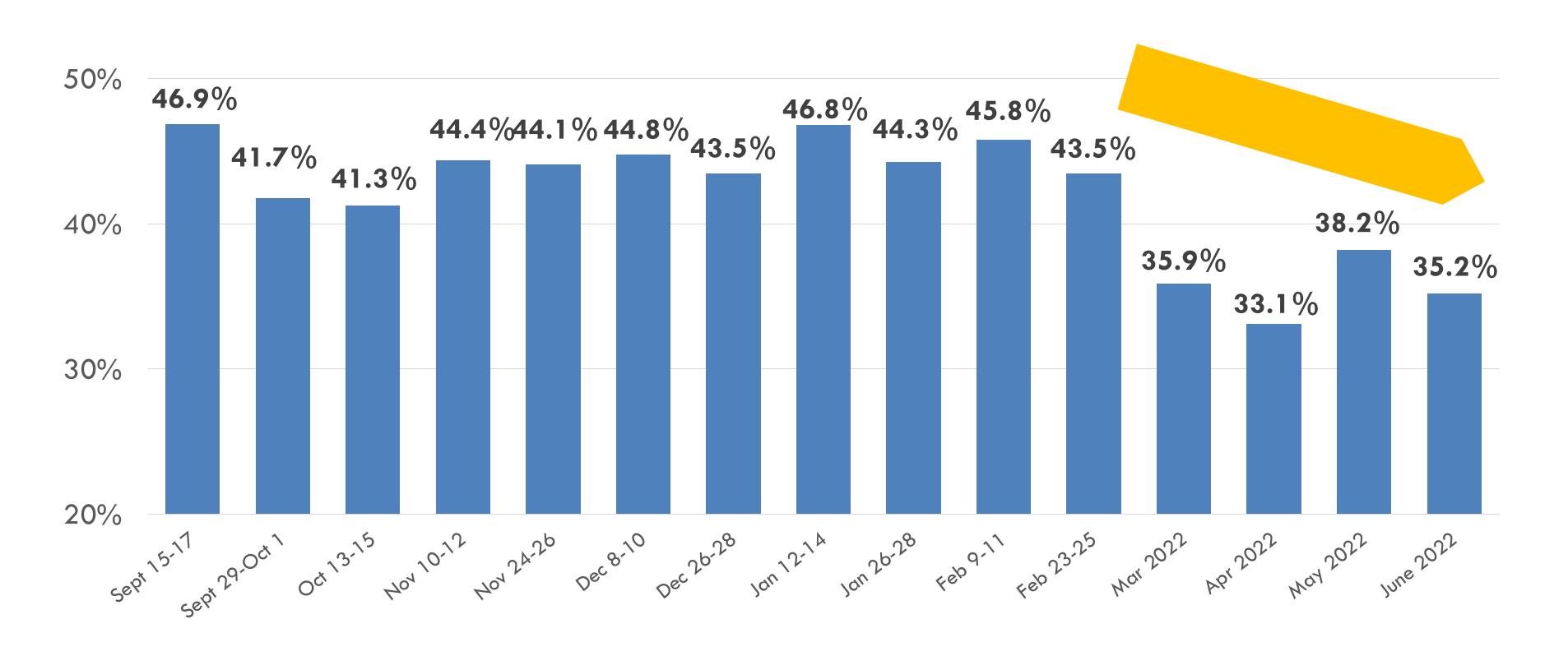
Question: How much is the

COVID-19 issue impacting your ability to have meaningful

travel experiences? (Select one)

60%

% More than Moderately Impacted (6-10)









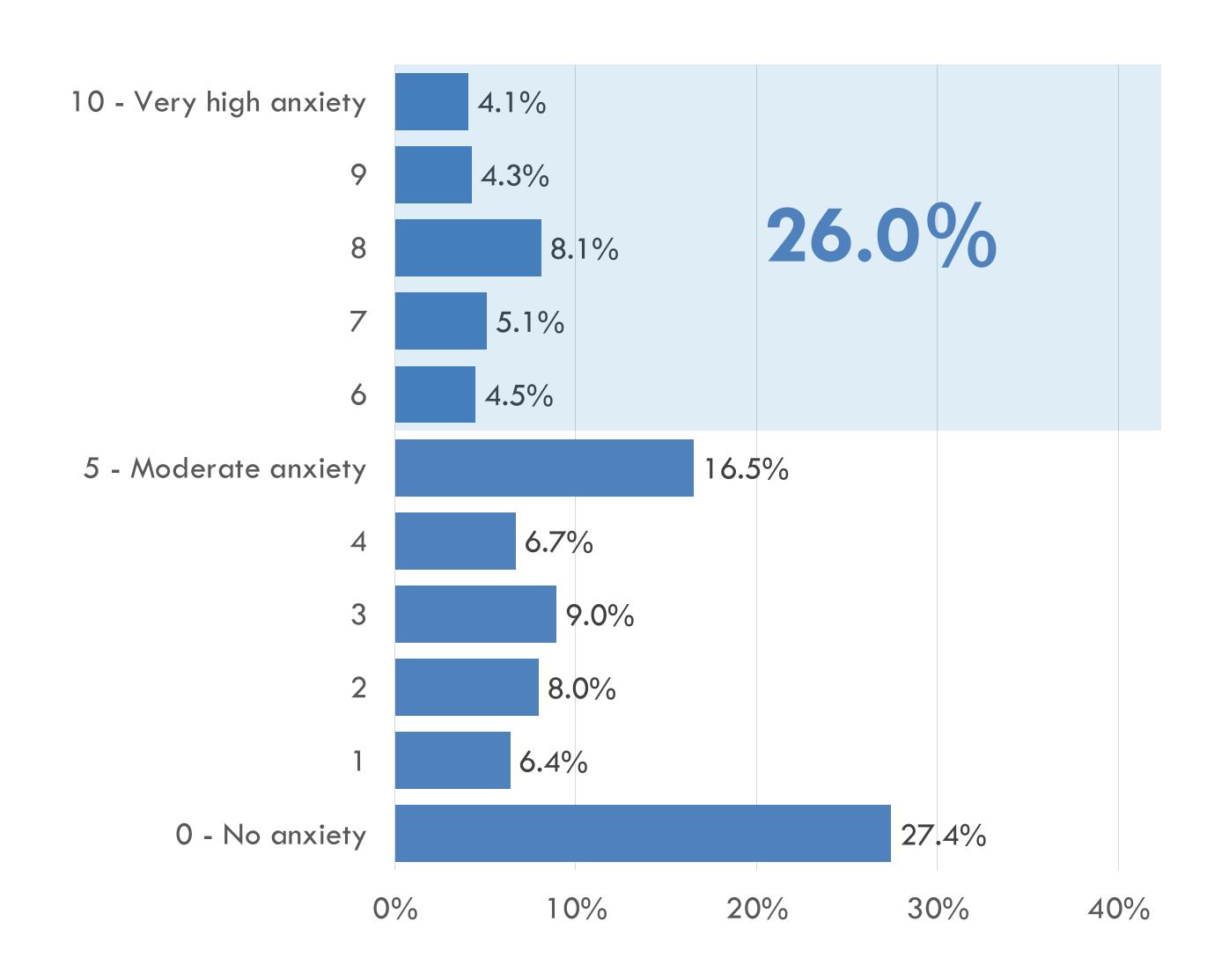


Inflation & Economic Concerns

MOST RECENT OVERNIGHT TRIP: COVID-19 ANXIETY

Question: While traveling on your most recent overnight trip, HOW MUCH ANXIETY did you generally feel about the COVID-19 situation?

(Base: Respondents who took an overnight trip in the past three months, 2,260 completed surveys. Data collected June 15-23, 2022.)

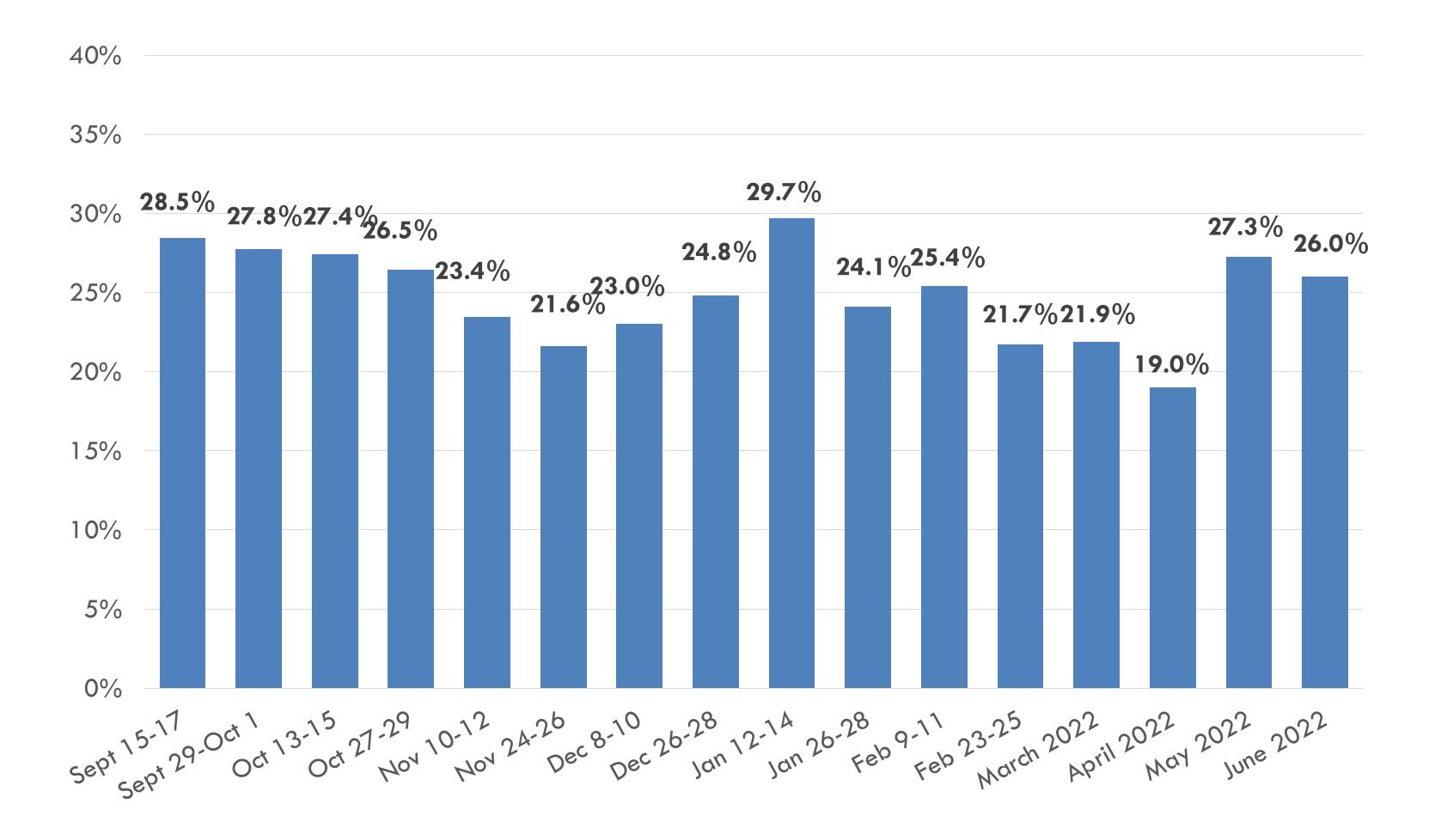




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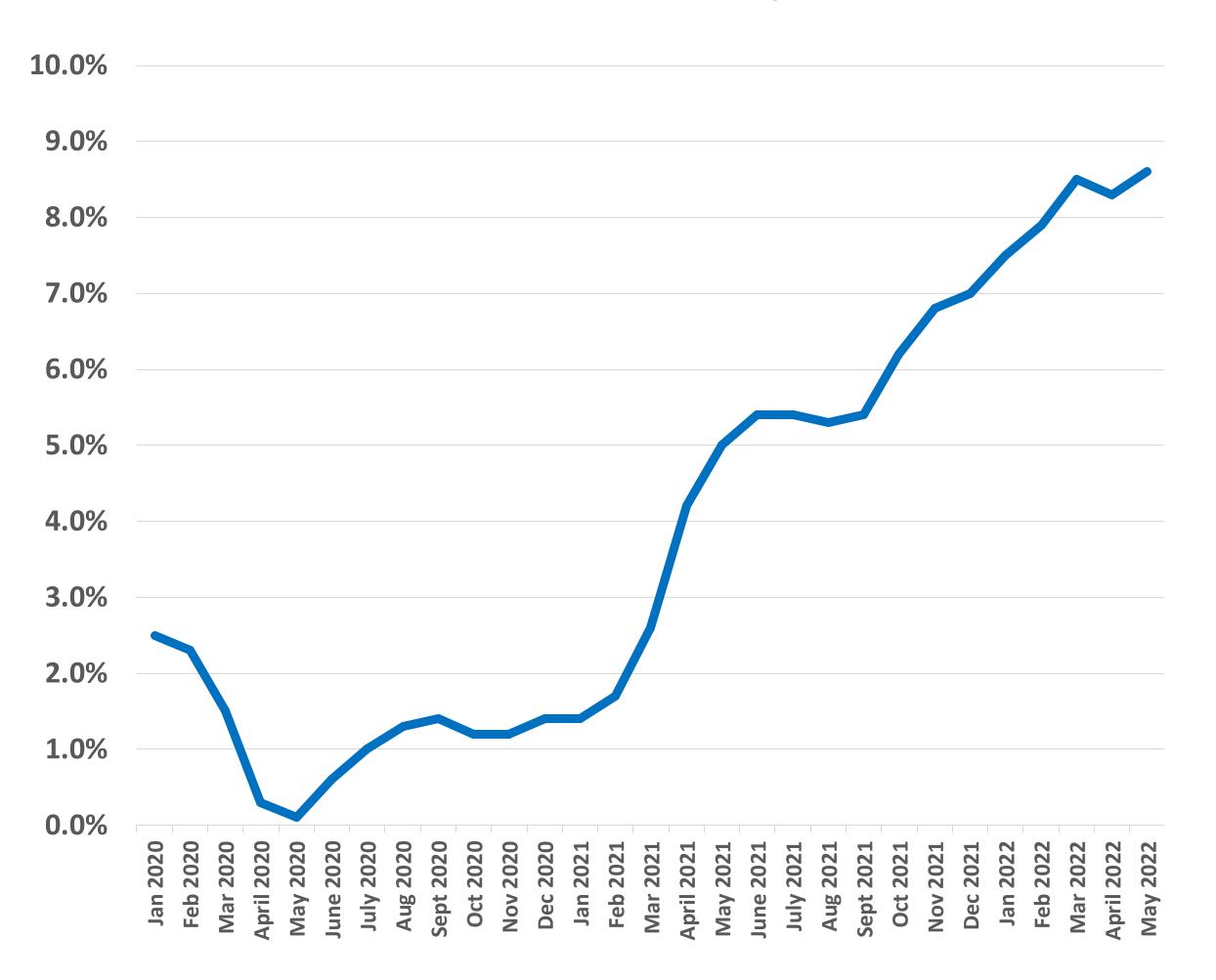
% More than Moderate Anxiety (6-10)



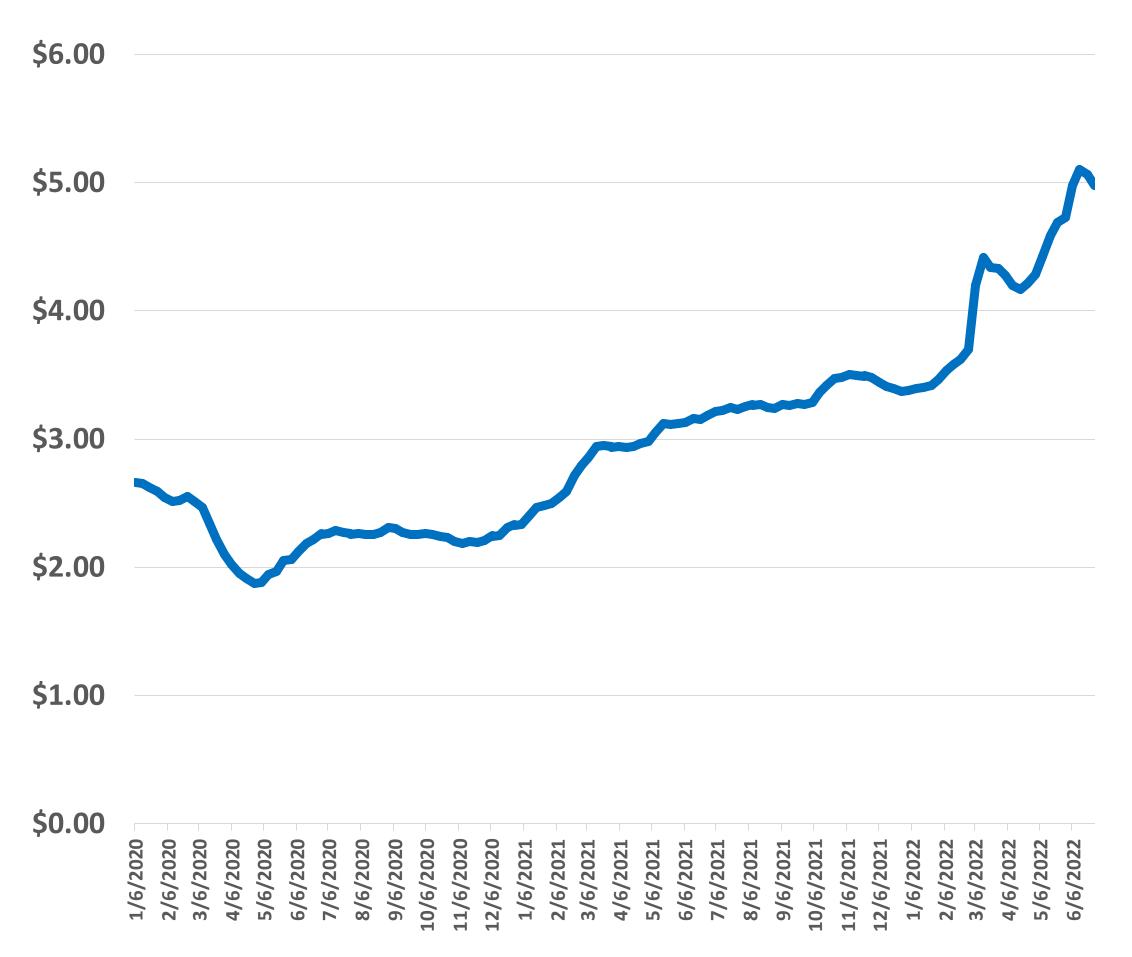


INFLATION IN AMERICA

Annual US Inflation Rate by Month



Weekly U.S. All Grades All Formulations Retail Gasoline Prices Dollars per Gallon





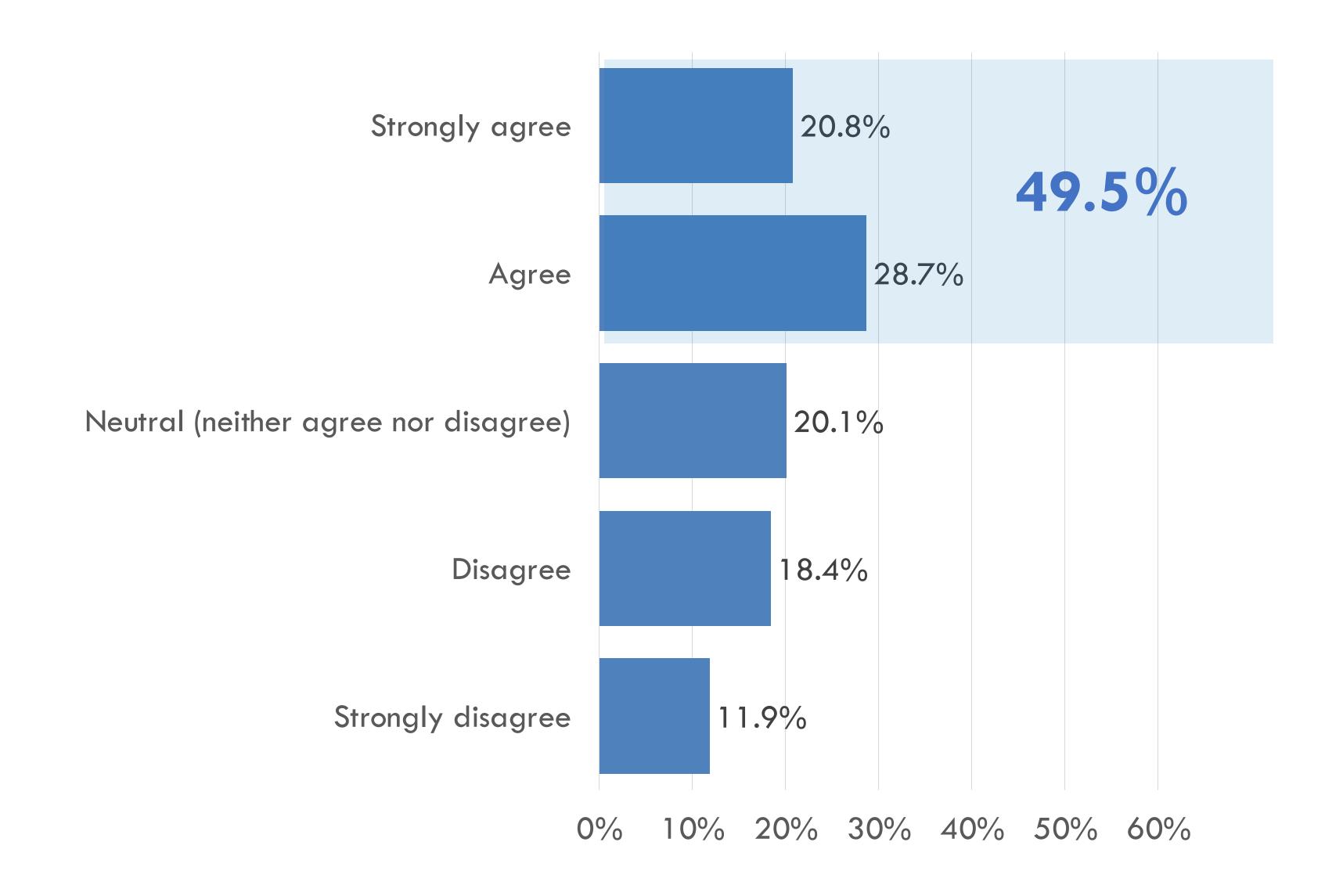
TRAVEL PRICES AS AN IMPEDIMENT TO TRAVEL

Question: How much do you agree or disagree with the following statements?

High travel prices have kept me from traveling in the past month.

(Base: All respondents, 4,002 completed surveys.

Data collected June 15-23, 2022.)

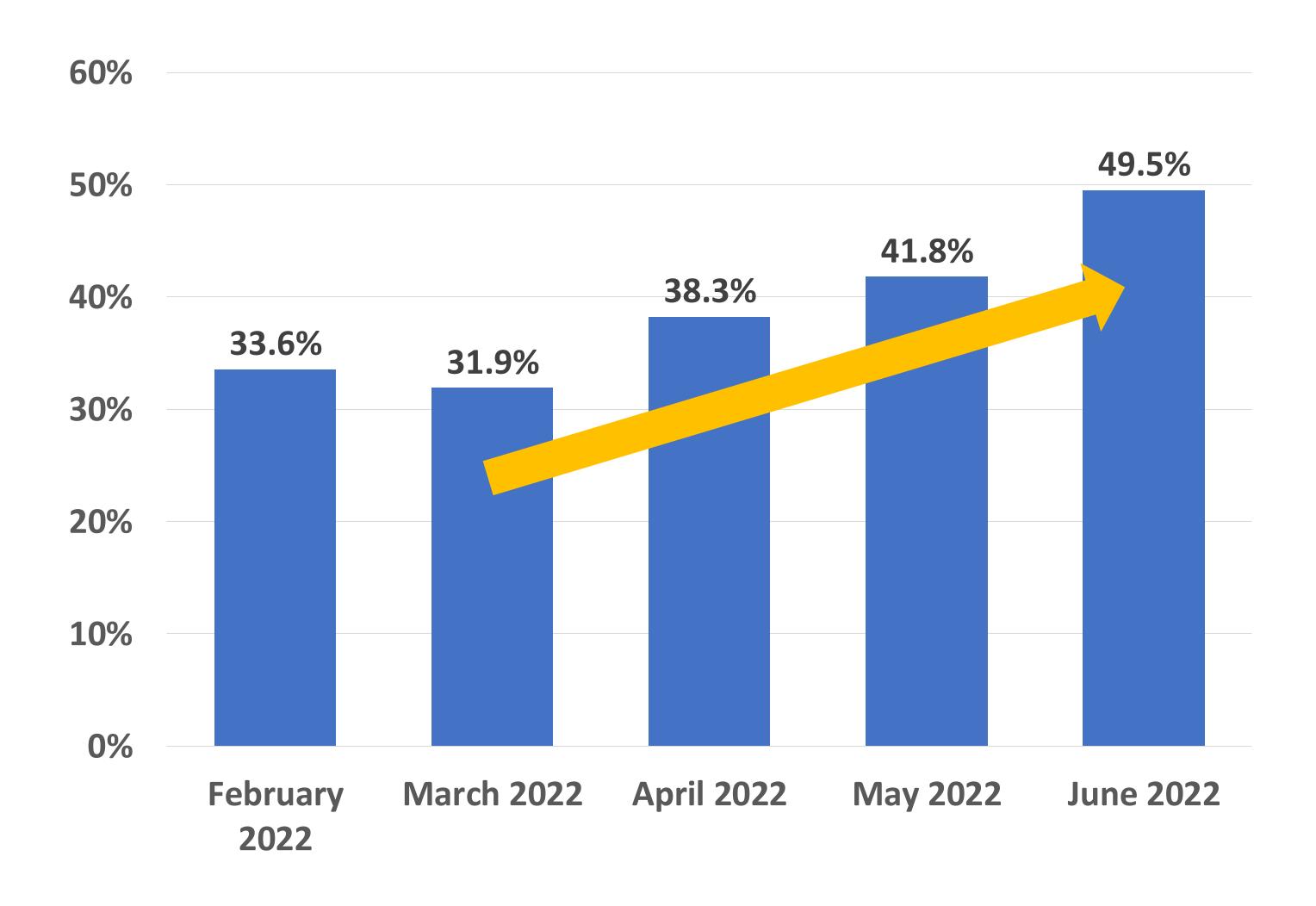




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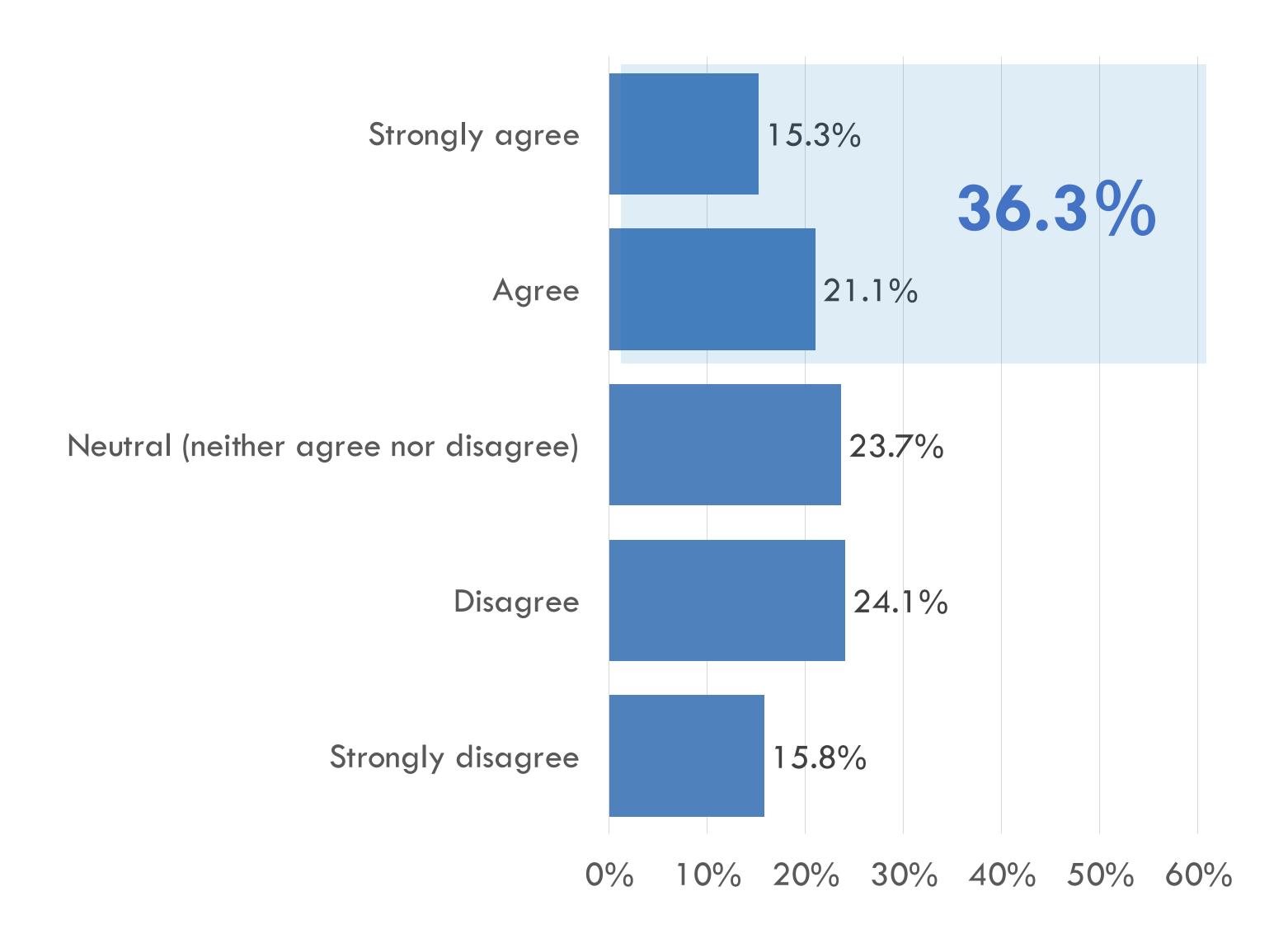


INFLATION & TRIP CANCELLATION

Question: How much do you agree or disagree with the following statements?

Recent inflation in consumer prices has led me to cancel an upcoming trip.

(Base: All respondents, 4,002 completed surveys. Data collected June 15-23, 2022.)

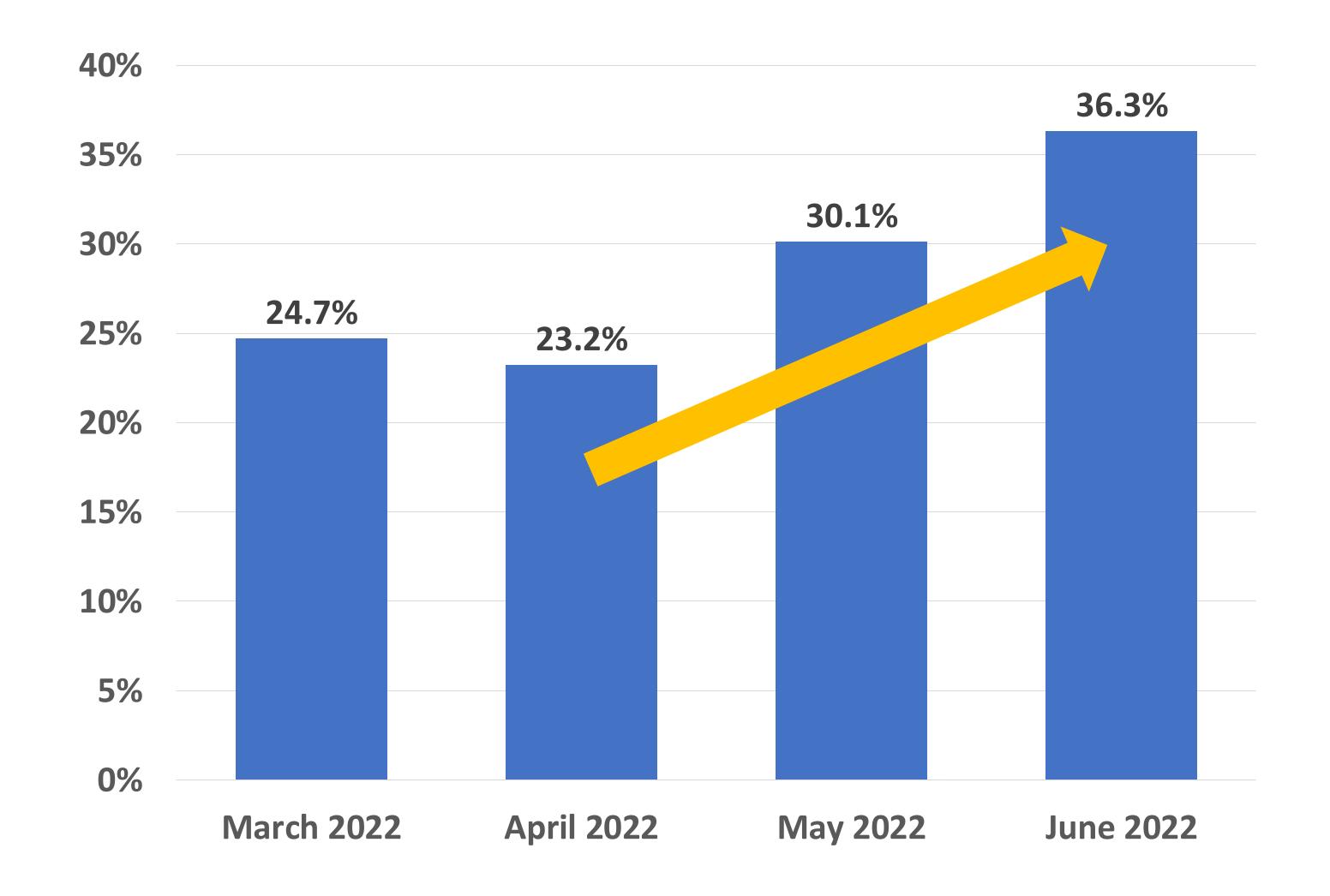




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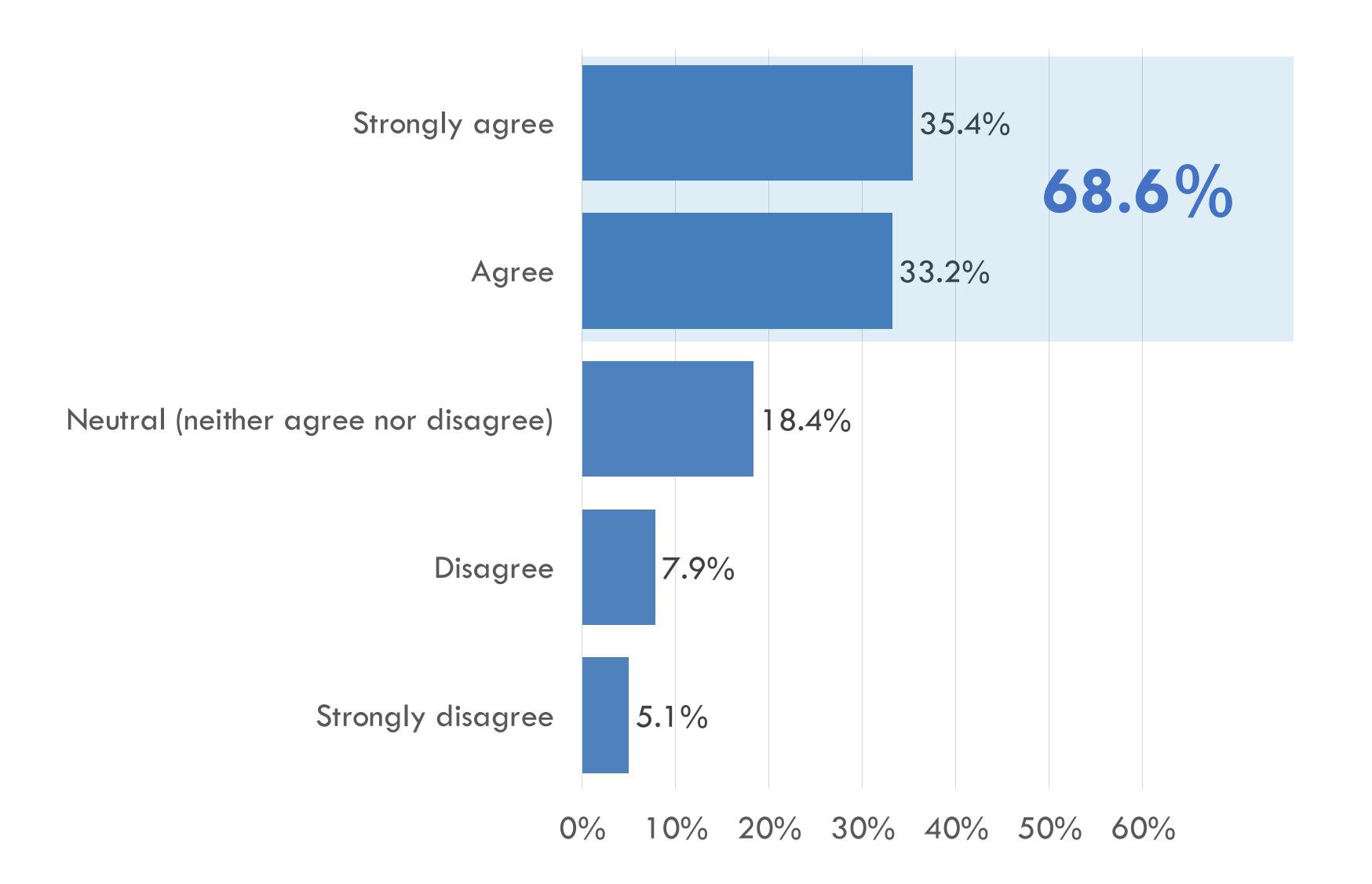


GASOLINE PRICES & ROAD TRIPS

Question: How much do you agree or disagree with the following statements?

If gasoline prices don't come down,
I'll be taking fewer road trips this
spring/summer.

(Base: All respondents, 4,002 completed surveys. Data collected June 15-23, 2022.)

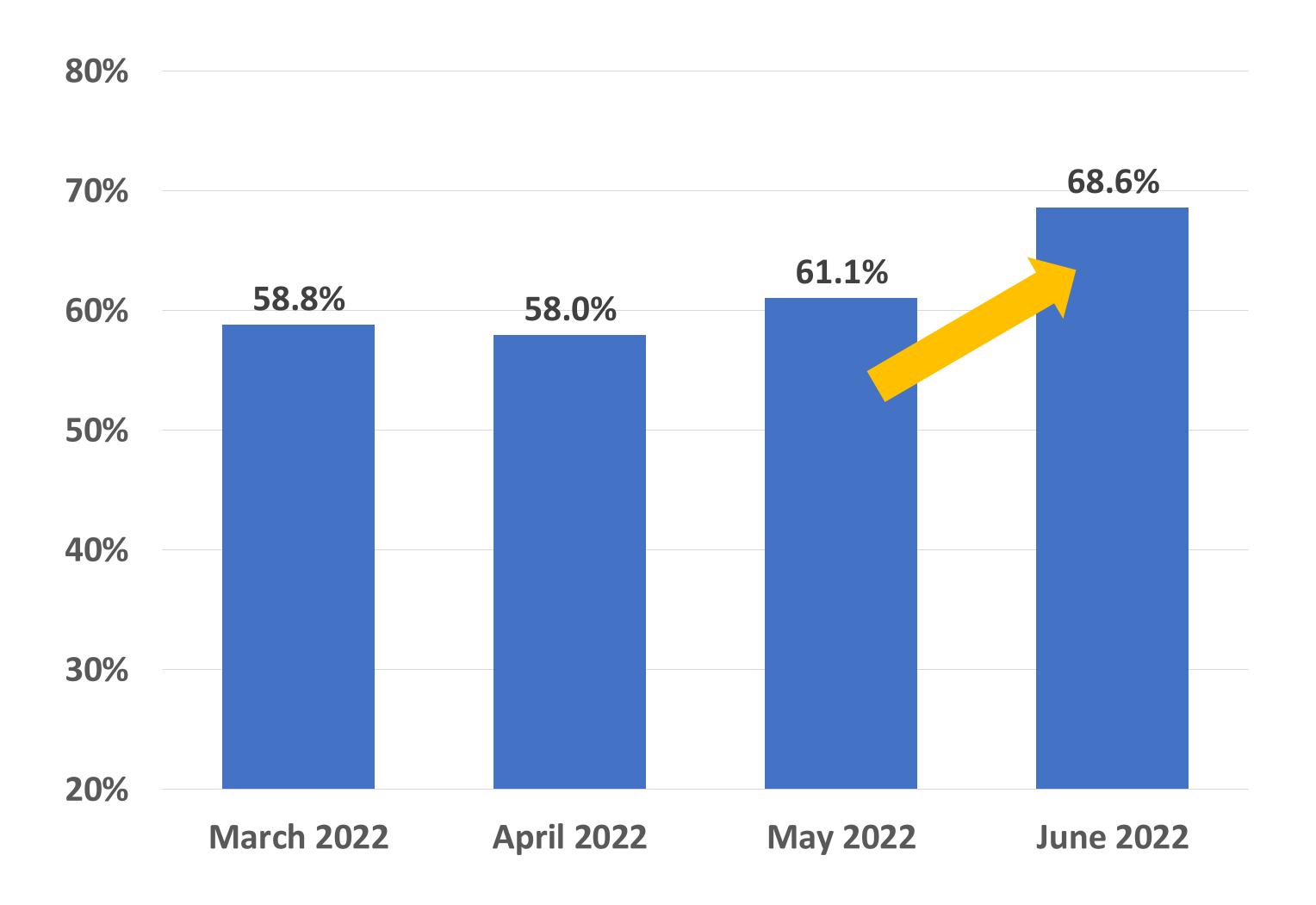




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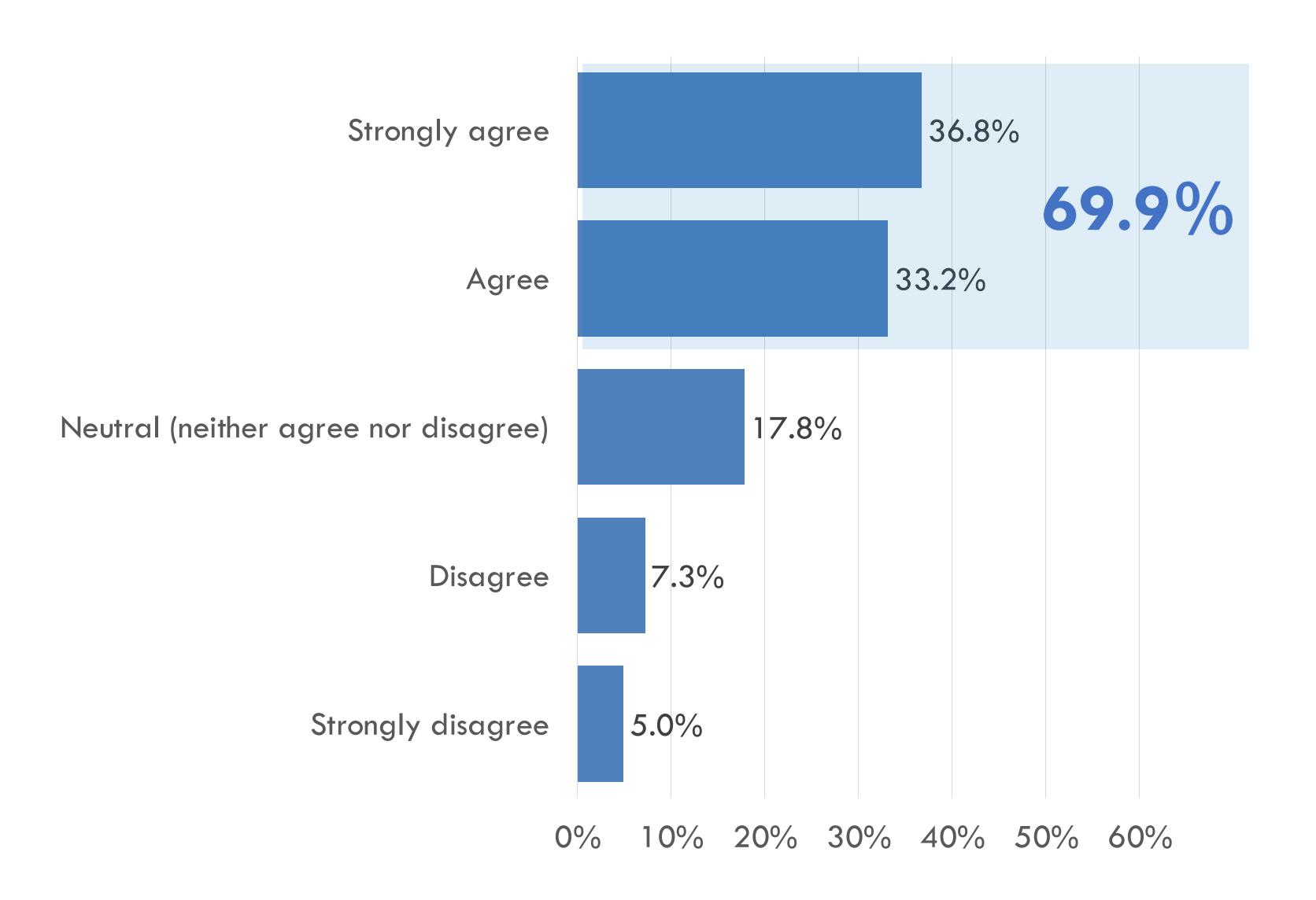


GASOLINE PRICES & TRAVEL DISTANCE FROM HOME

Question: How much do you agree or disagree with the following statements?

If gasoline prices don't come down,
I'll be staying closer to home on my
road trips this summer.

(Base: All respondents, 4,002 completed surveys. Data collected June 15-23, 2022.)

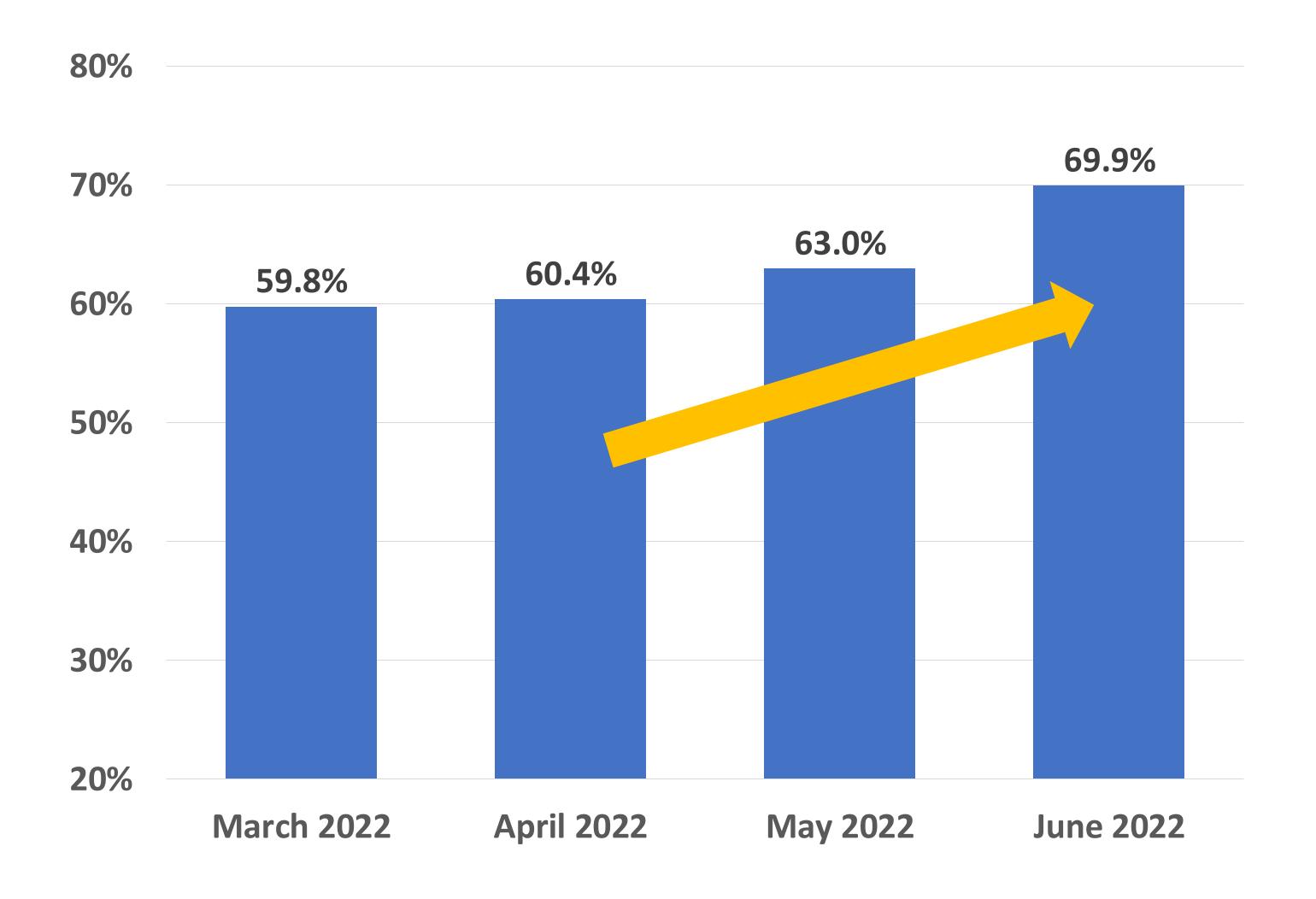




GASOLINE PRICES & TRAVEL DISTANCE FROM HOME

Question: How much do you agree or disagree with the following statements?

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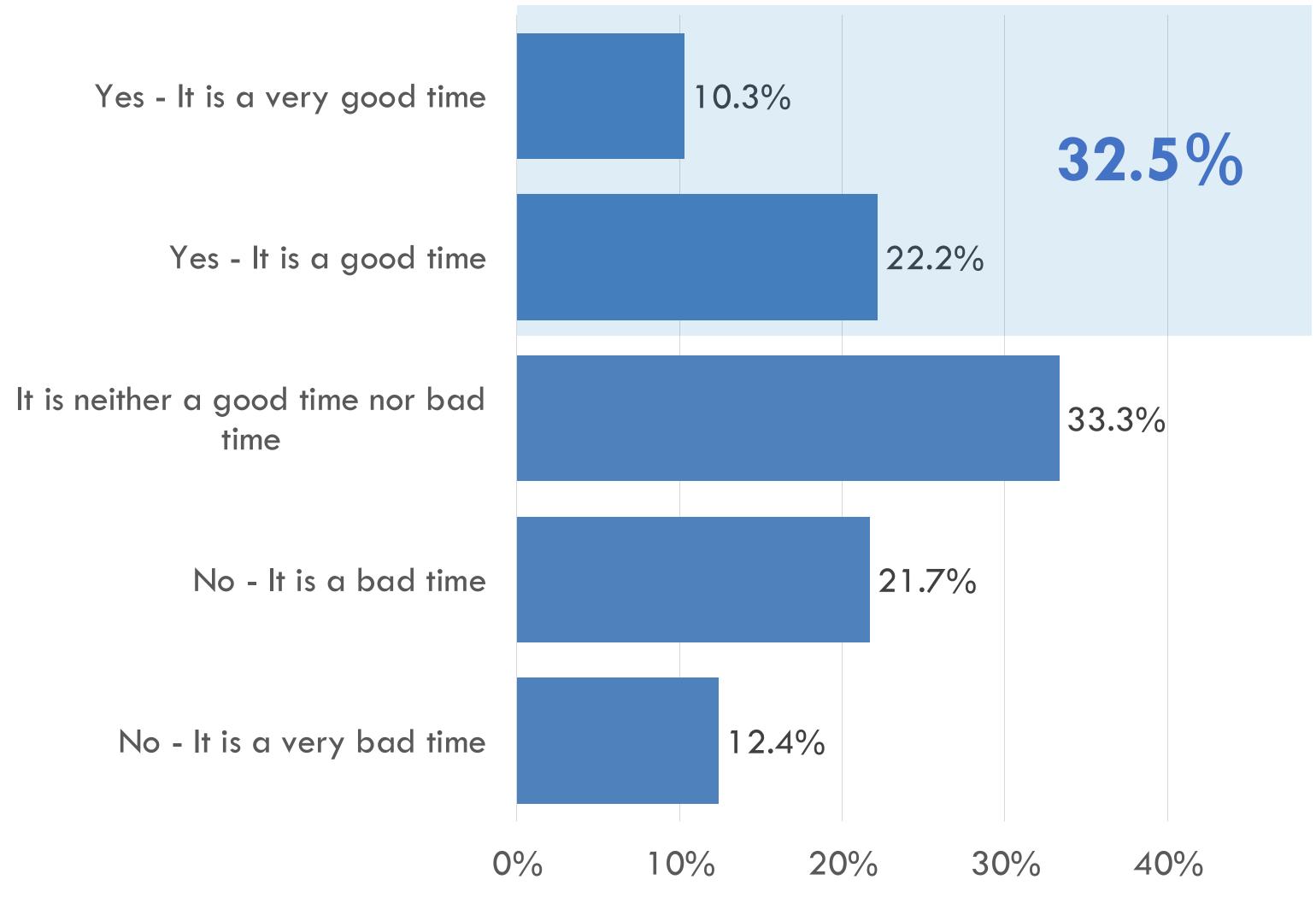


IS IT A GOOD TIME TO SPEND ON TRAVEL?

Question: Thinking only of your household's finances, do you feel NOW is a good or bad time for you to spend money on leisure travel? (Select one)

(Base: All respondents, 4,002 completed surveys.

Data collected June 15-23, 2022.)

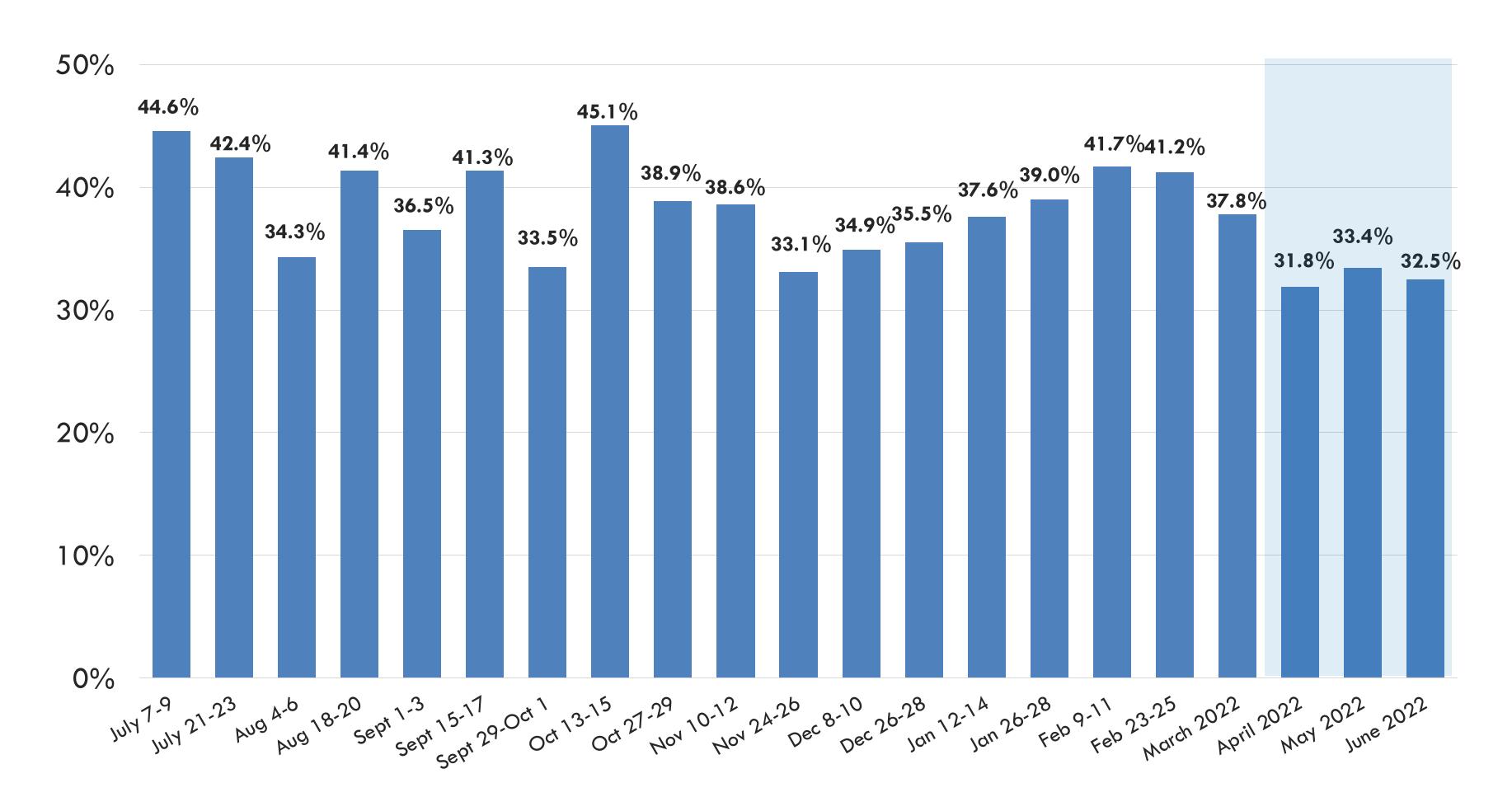




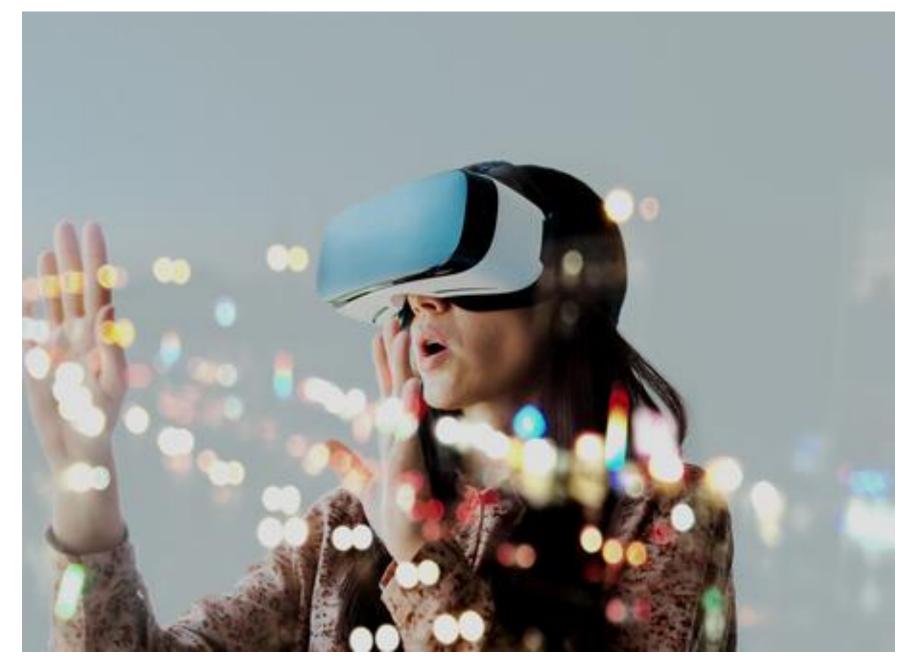
IS IT A GOOD TIME TO SPEND ON TRAVEL?

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% Good or Very good time to spend on travel







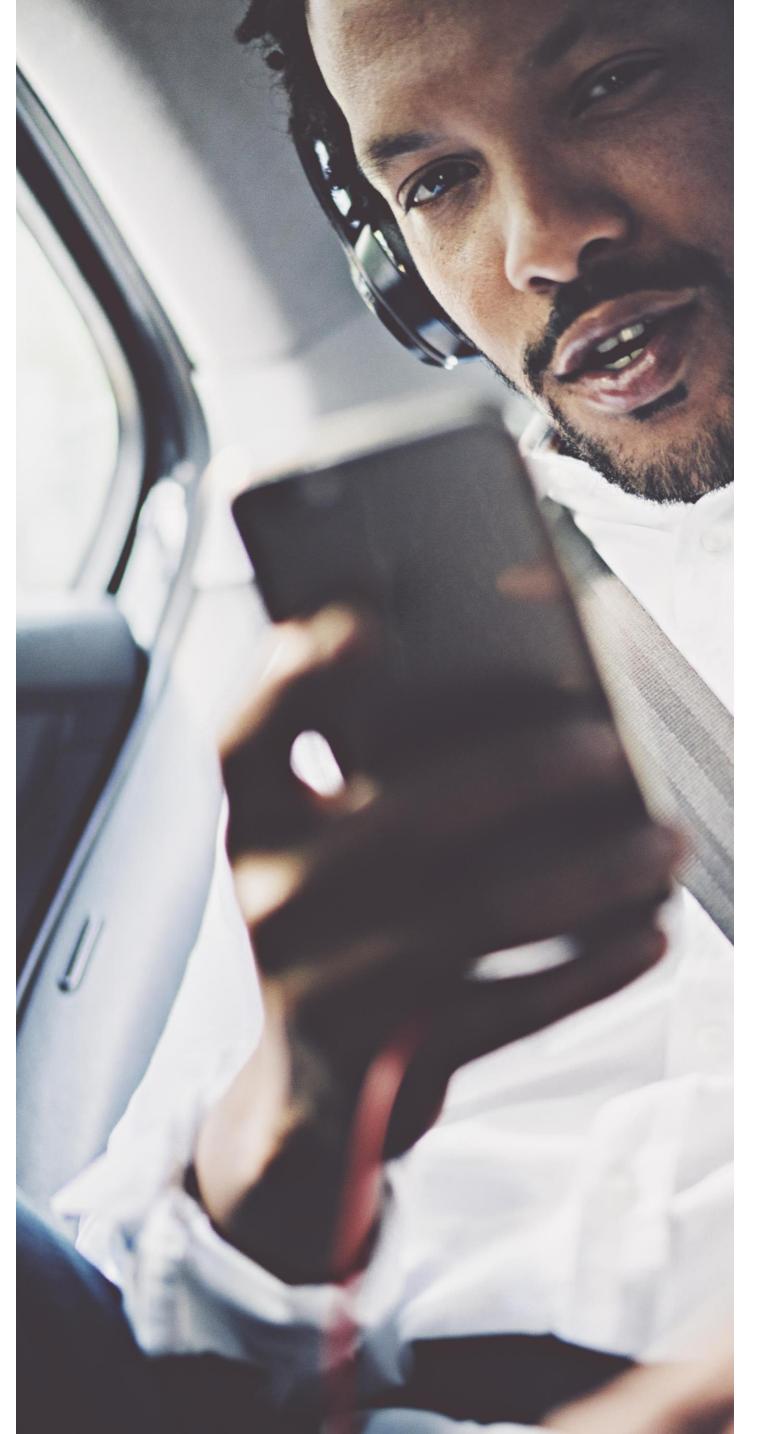




Technology & Travel



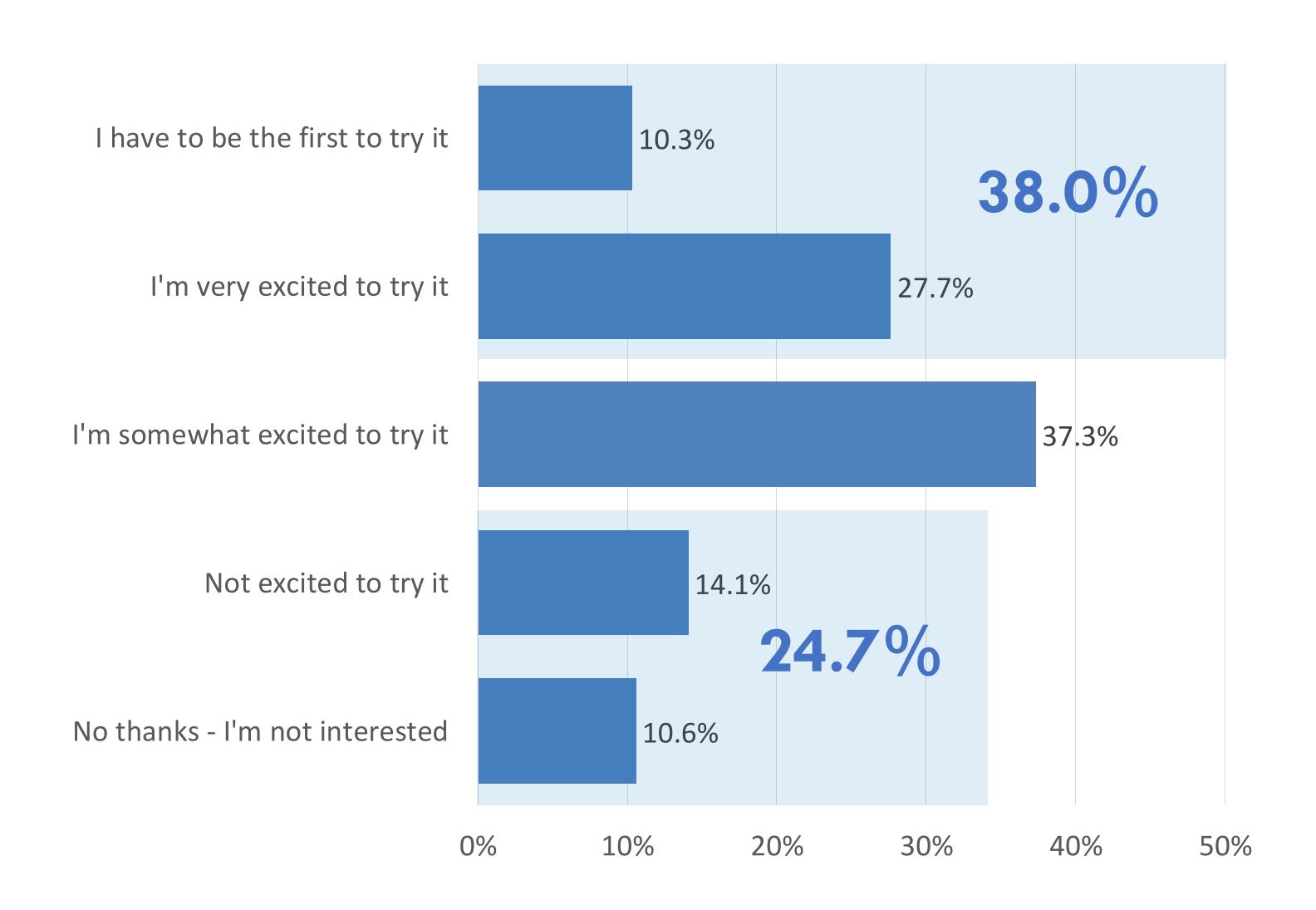




Technology Adoption & its Promise

ADOPTION OF NEW TECHNOLOGIES

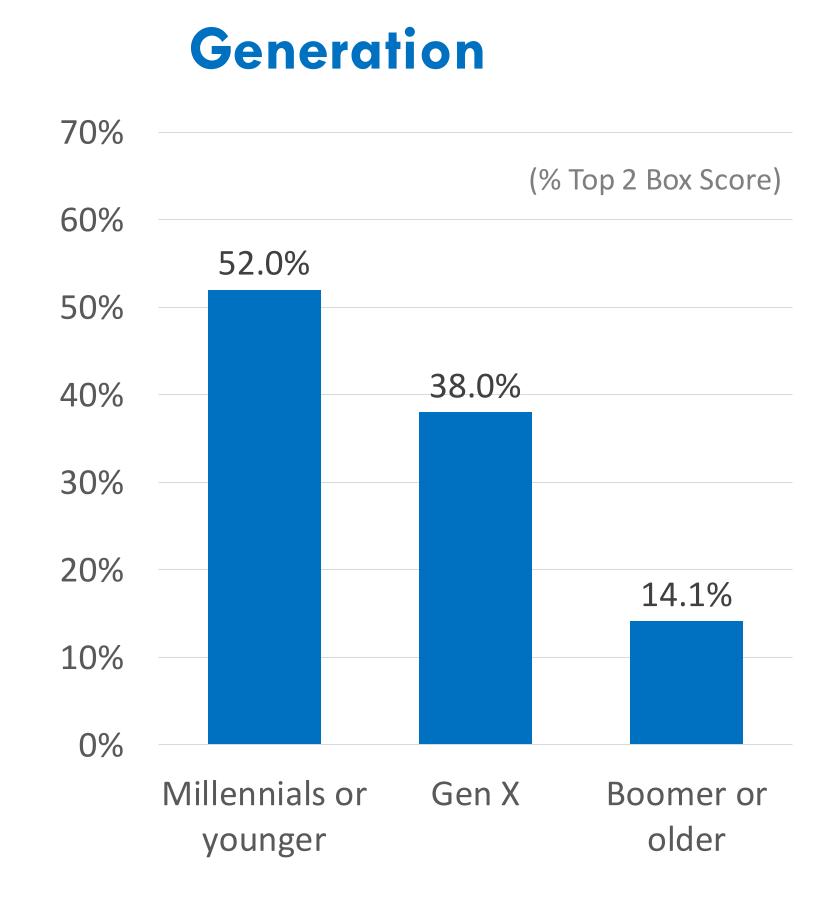
Question: If a new technology comes out (hardware, software, and APPs, etc.) that could help you plan your leisure travel, how excited are you about using it? (Select one)

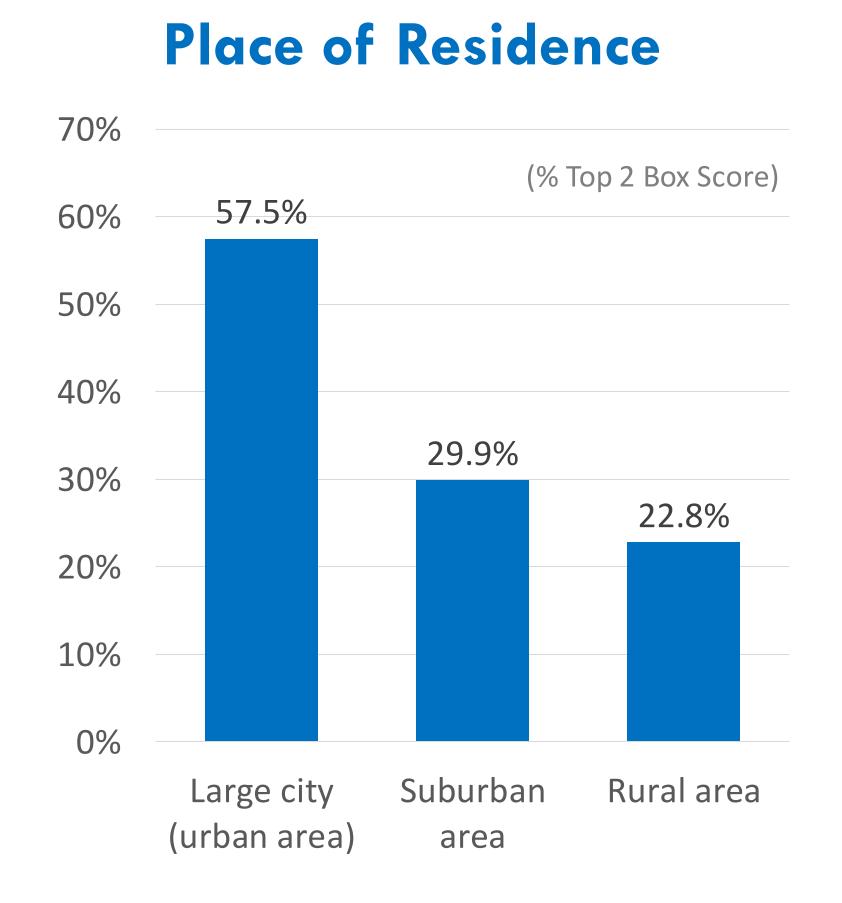




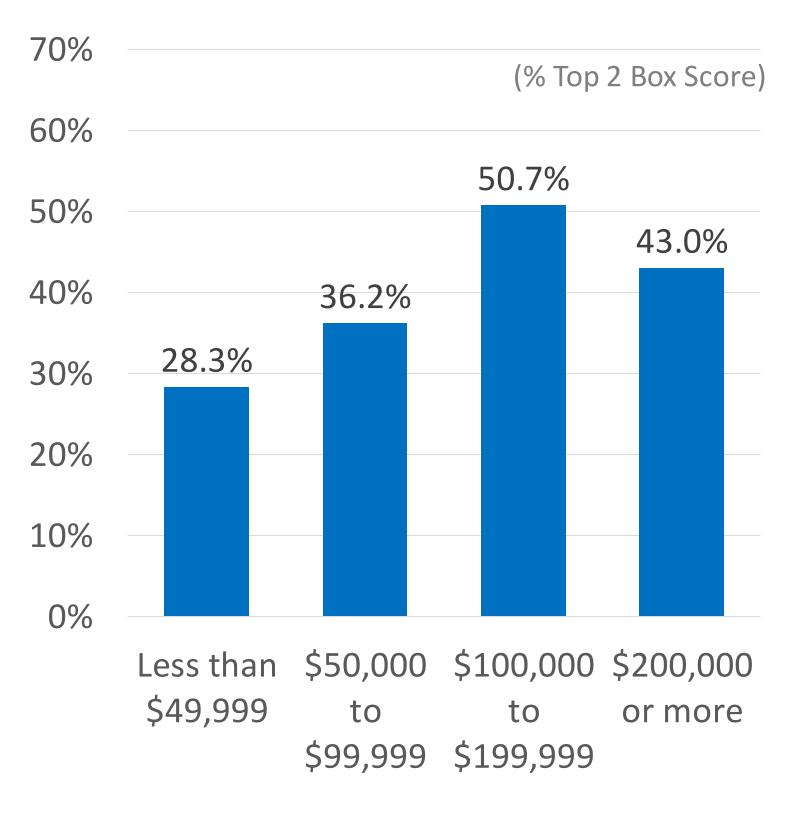
USE OF NEW TECHNOLOGIES

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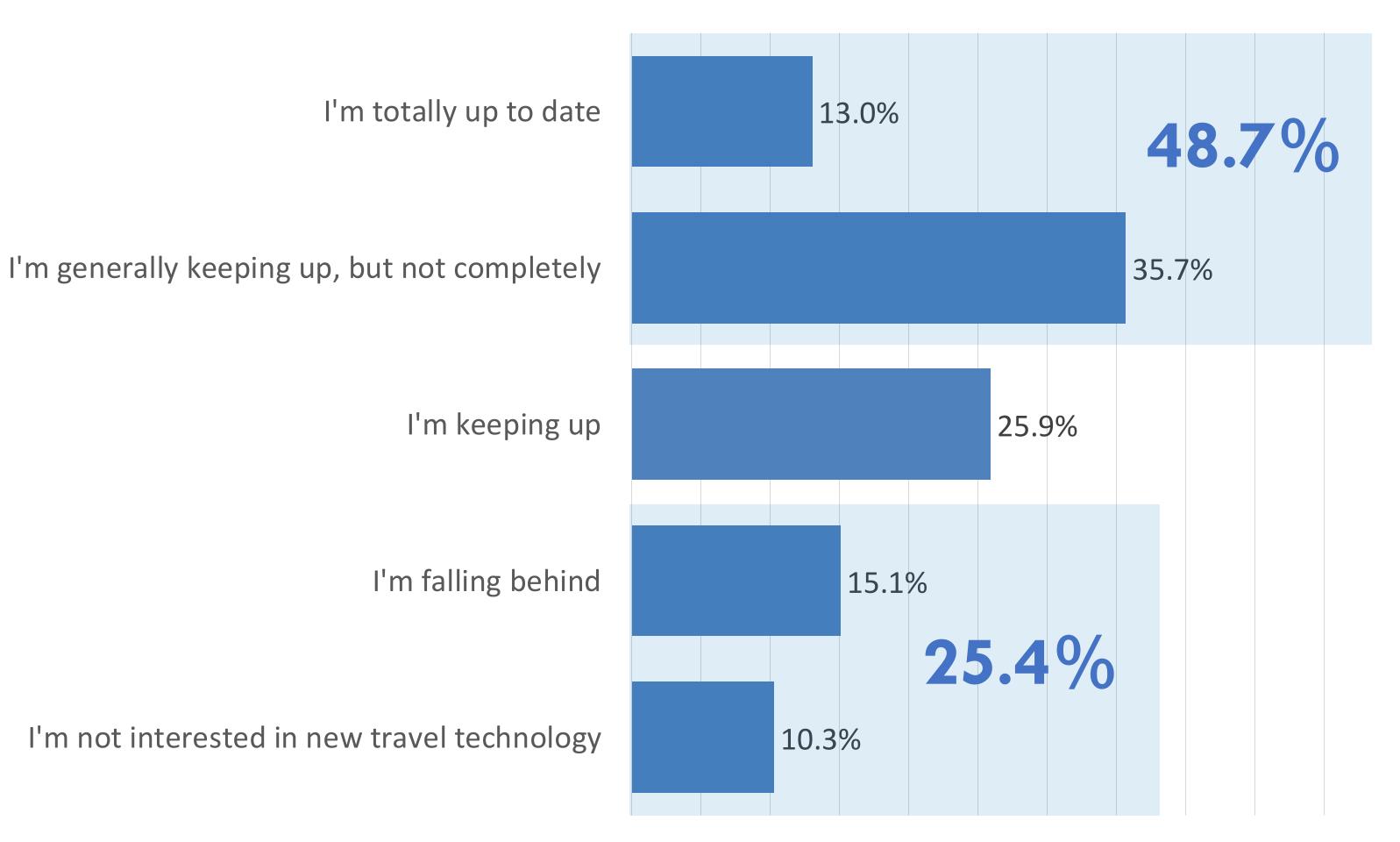
Household Income





KEEPING UP WITH NEW TECHNOLOGIES

Question: When it comes to the latest in travel planning technology, would you say you are keeping up or falling behind? (Select one)

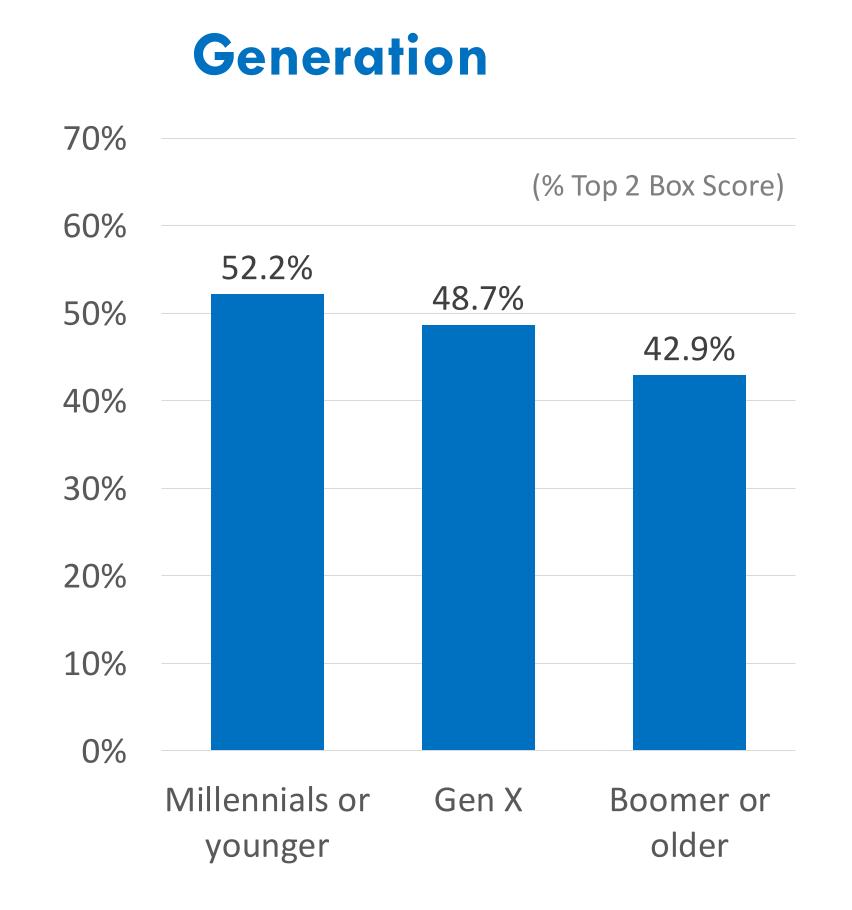


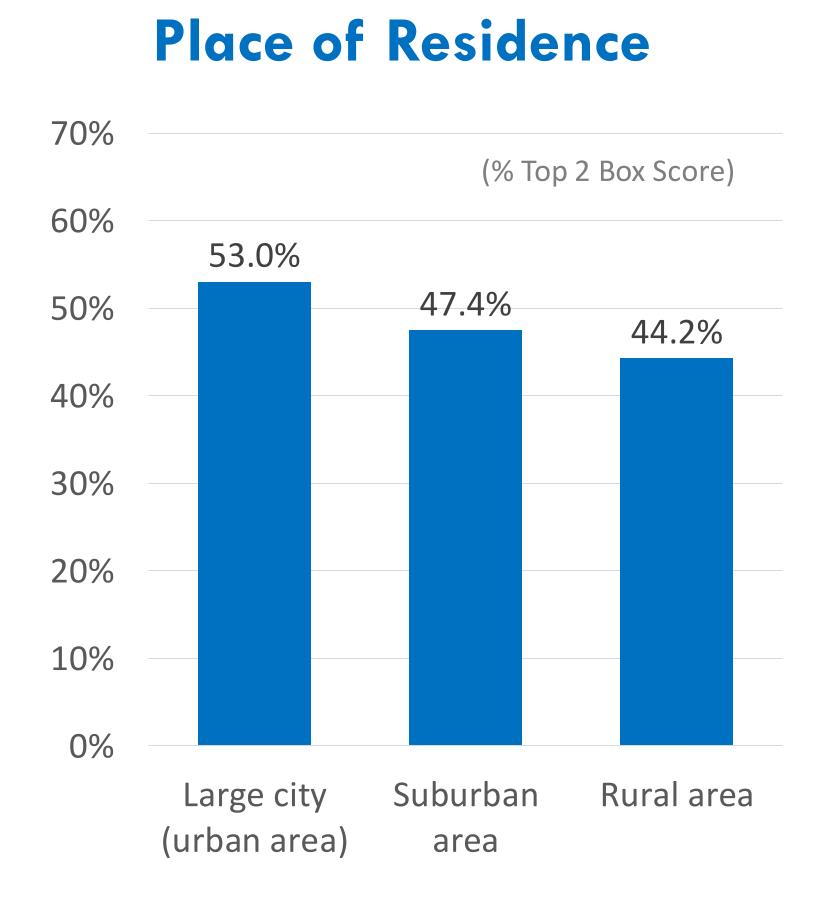
0% 5% 10% 15% 20% 25% 30% 35% 40% 45% 50%



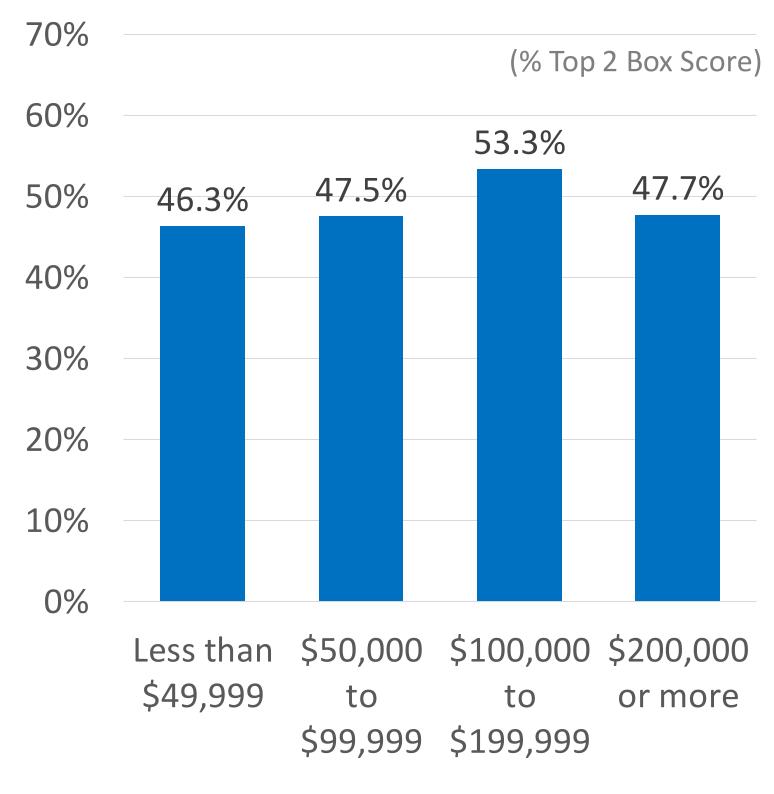
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Household Income

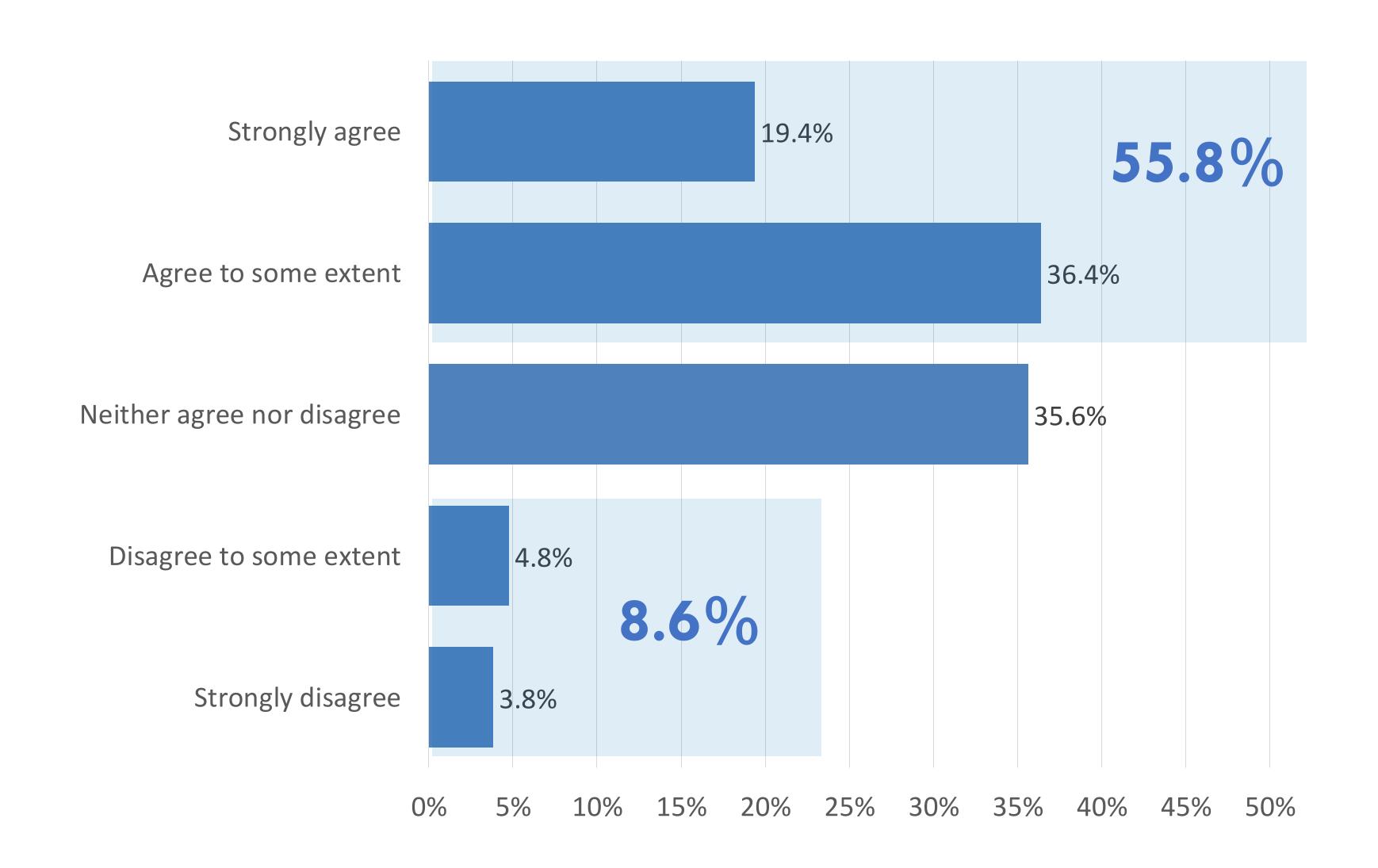




THE PROMISE OF NEW TECHNOLOGIES

Question: How much do you agree with the following statement?

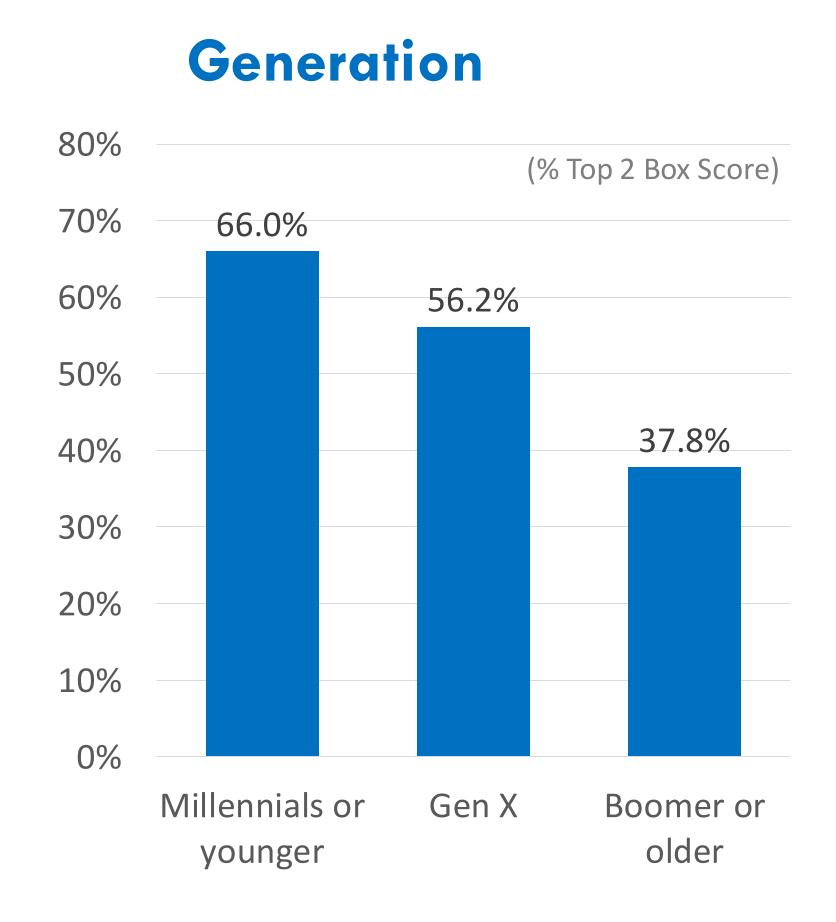
New technologies hold the promise to make my travel experiences much more rewarding.

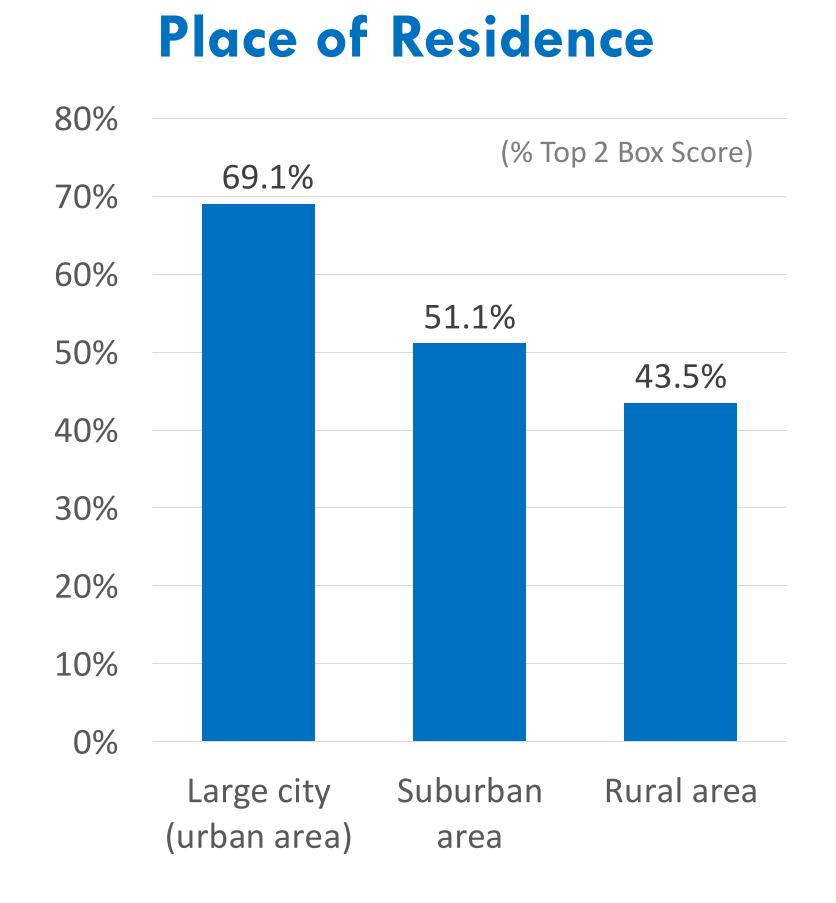




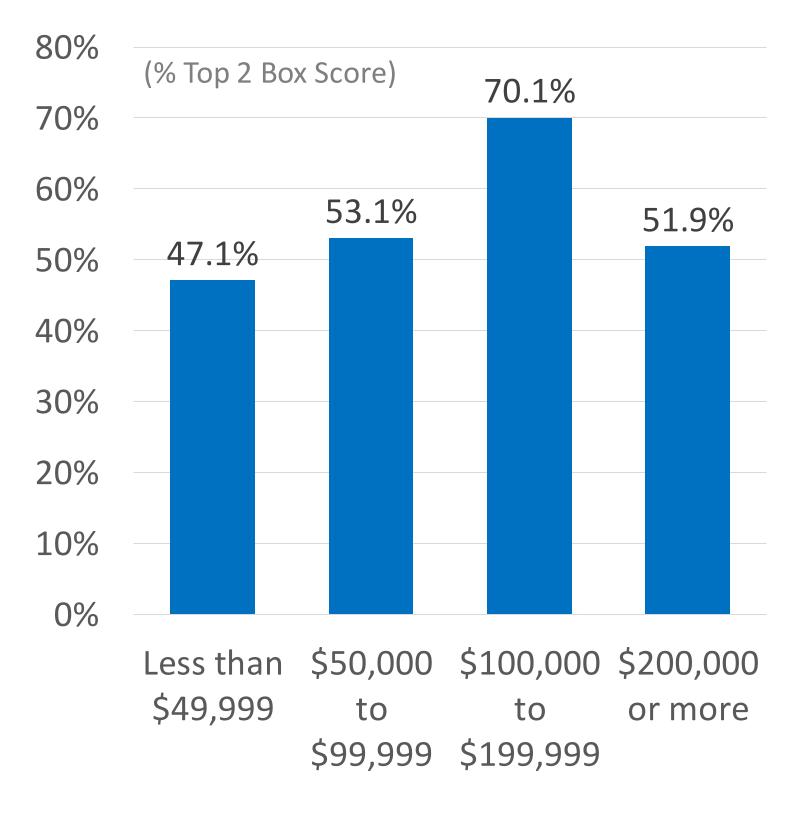
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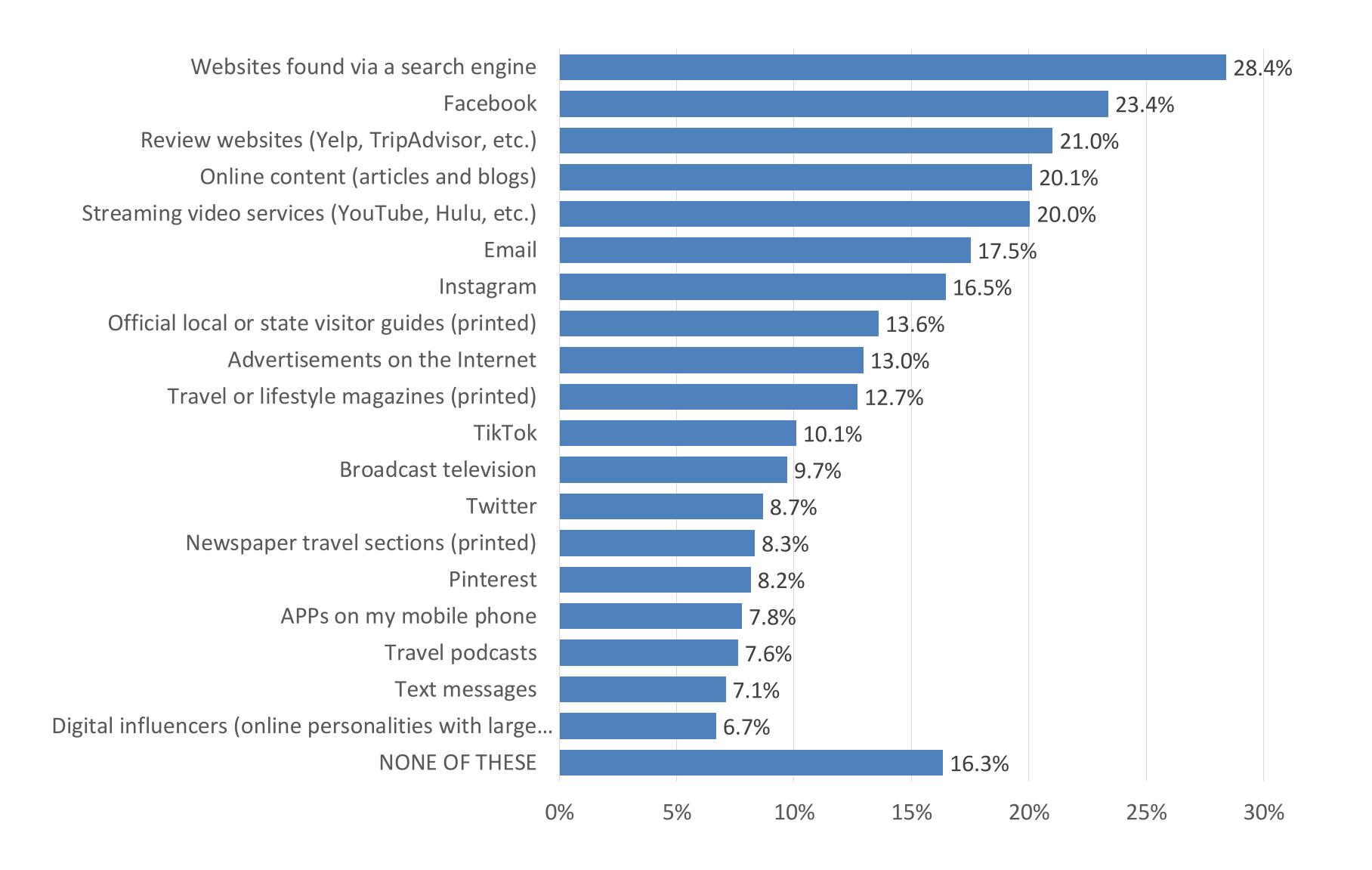
Household Income





THE BEST WAY TO REACH TRAVELERS

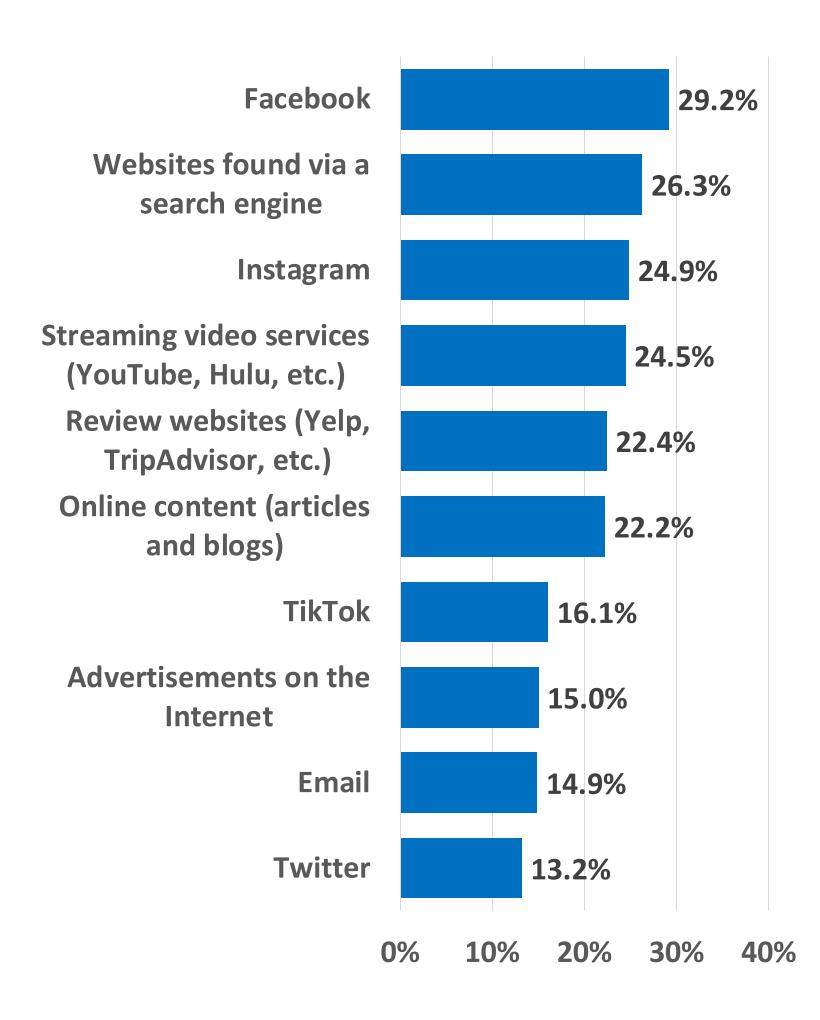
Question: Please think about how travel destinations could best reach you with their messages right now. Where would you generally be MOST RECEPTIVE to learning about new destinations to visit? (Please select all that apply)



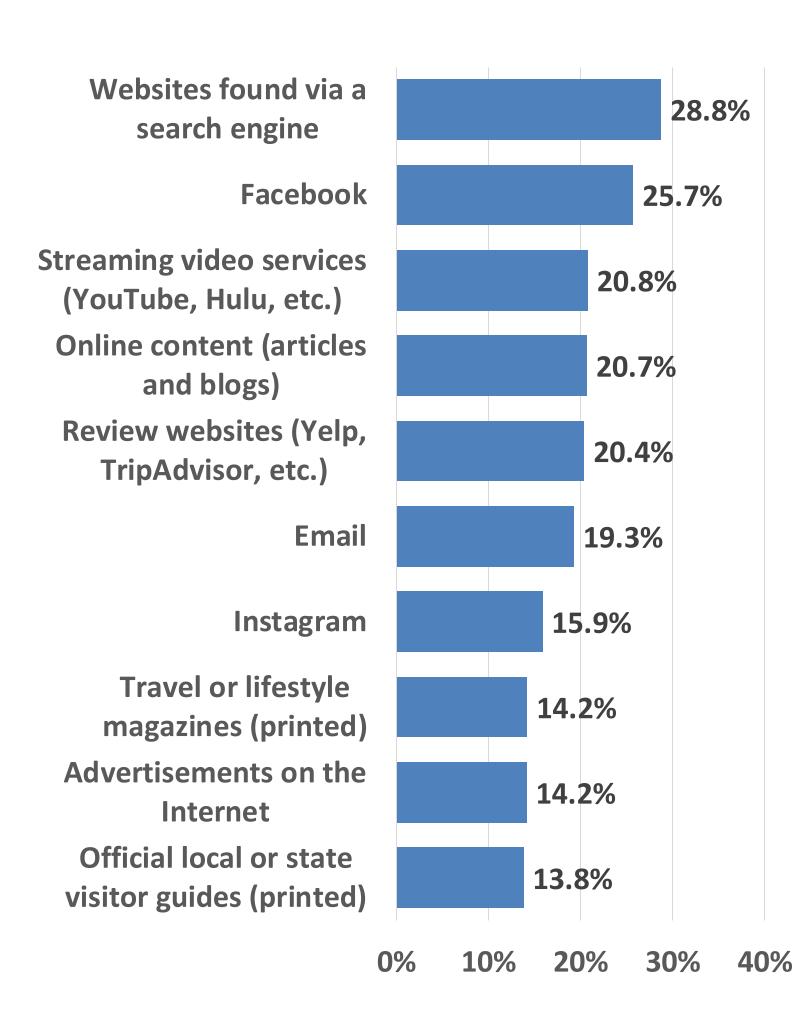


BEST WAY TO REACH TRAVELERS

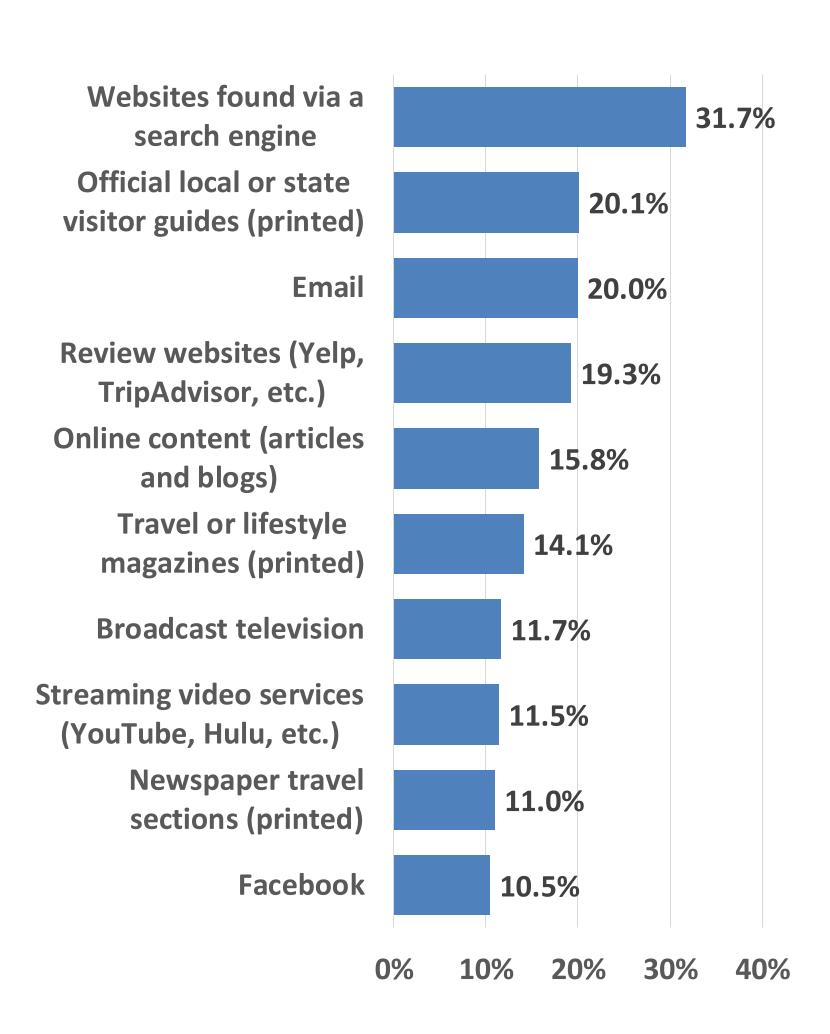
Millennial or Younger



Generation X



Boomer or Older



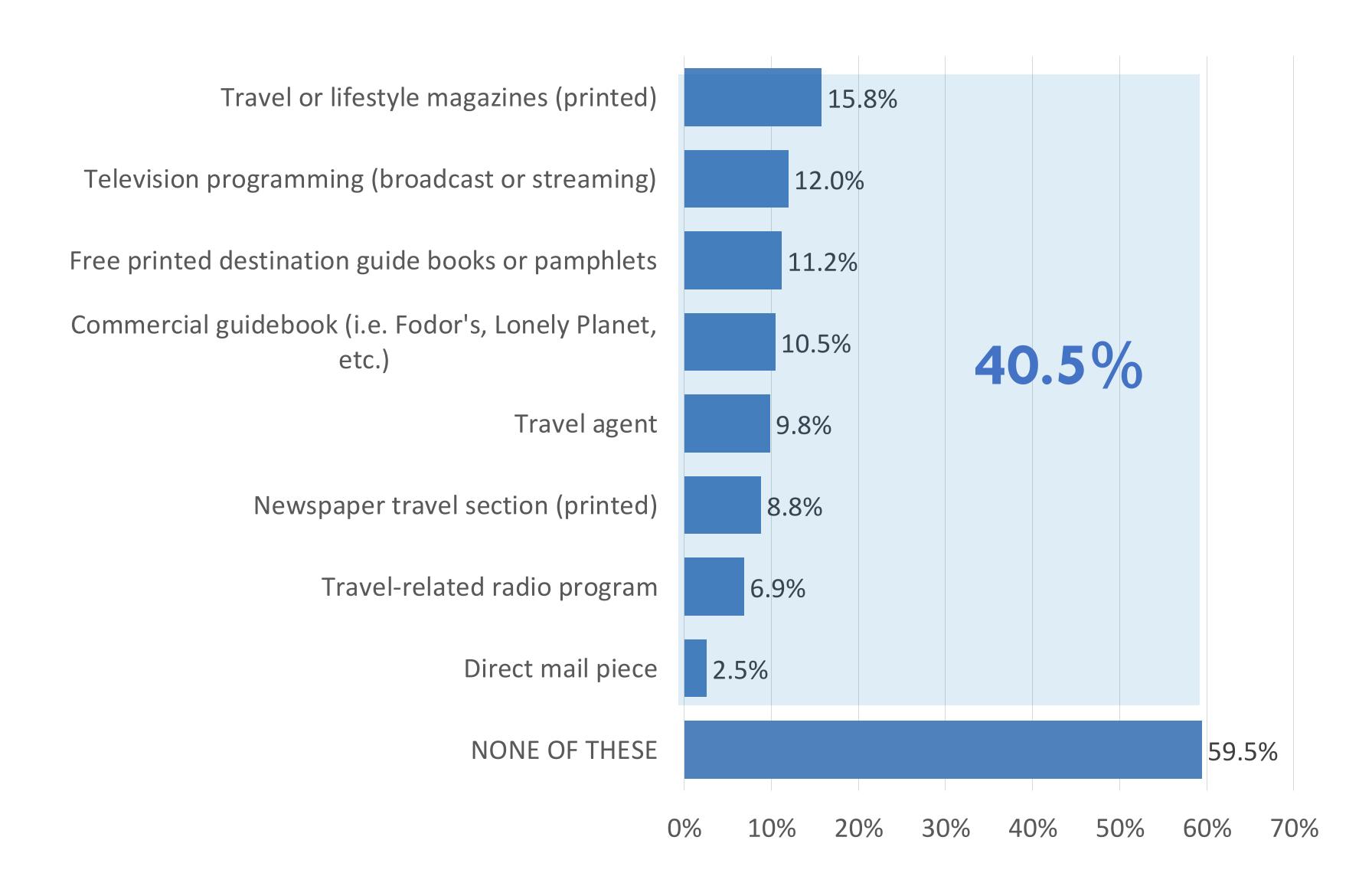


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OFFLINE RESOURCES USED

Question: In the PAST 12

MONTHS, which of these
resources have you used to help
plan your travel? (Select all that
apply)

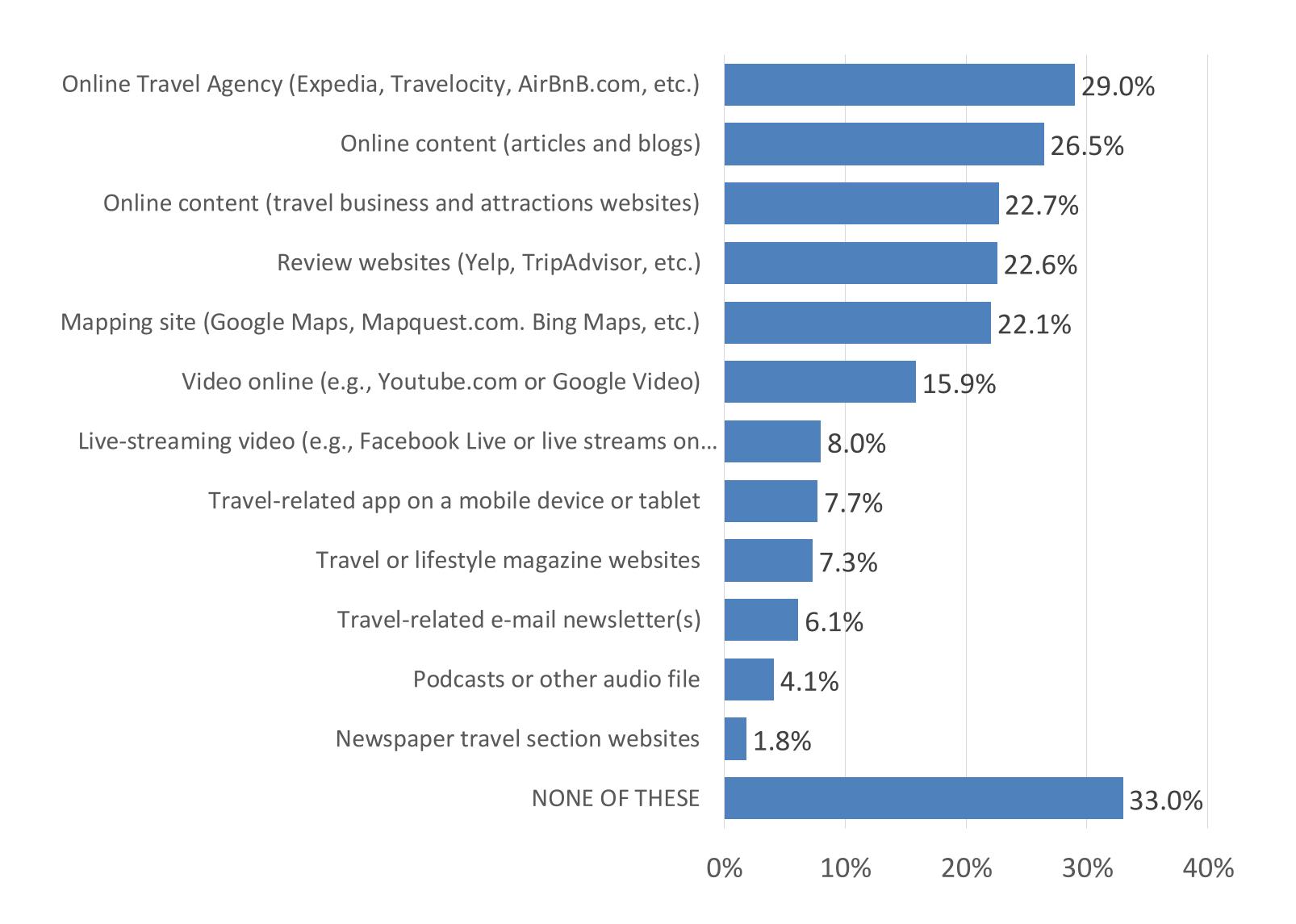




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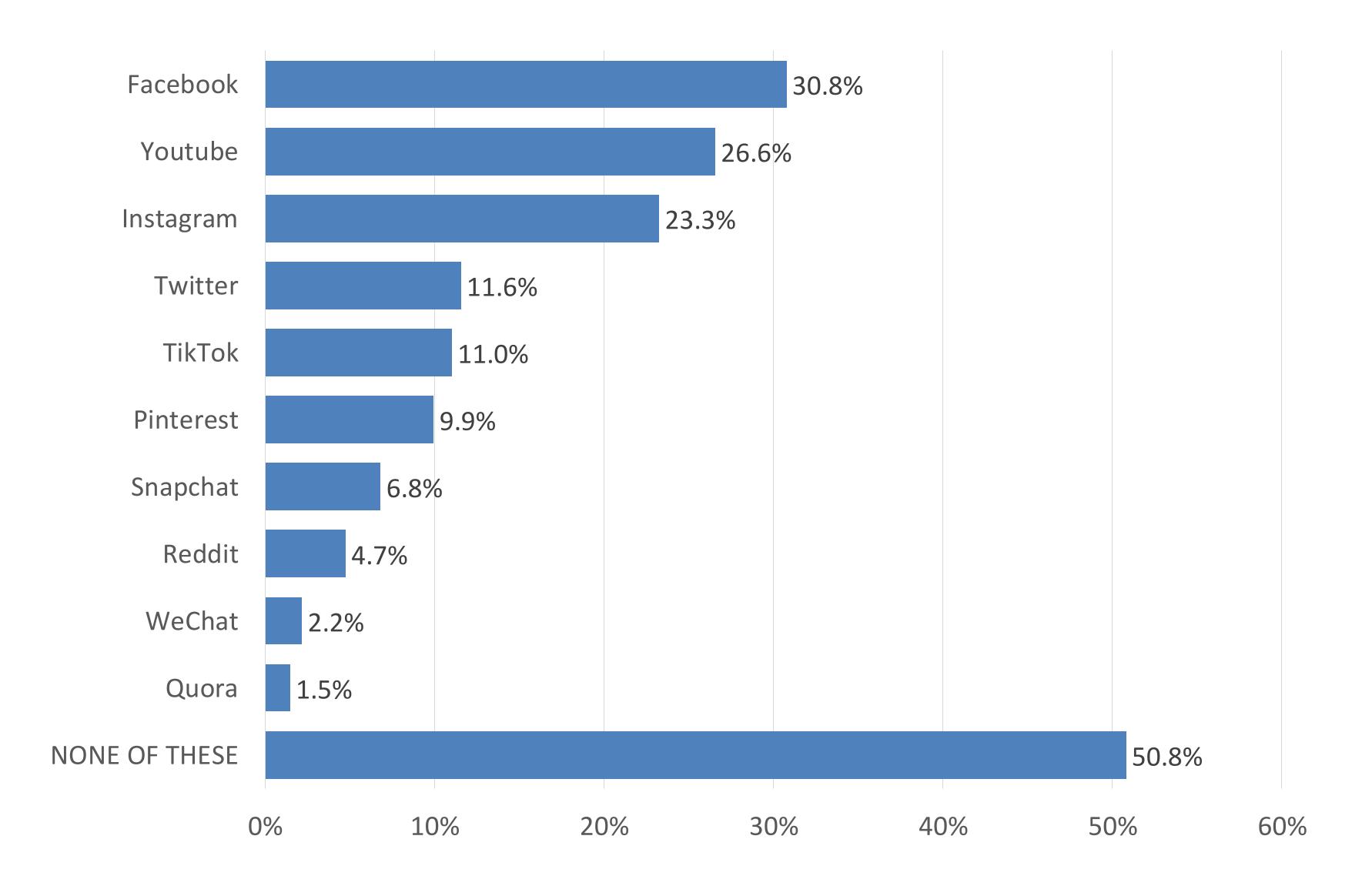




SOCIAL MEDIA USED

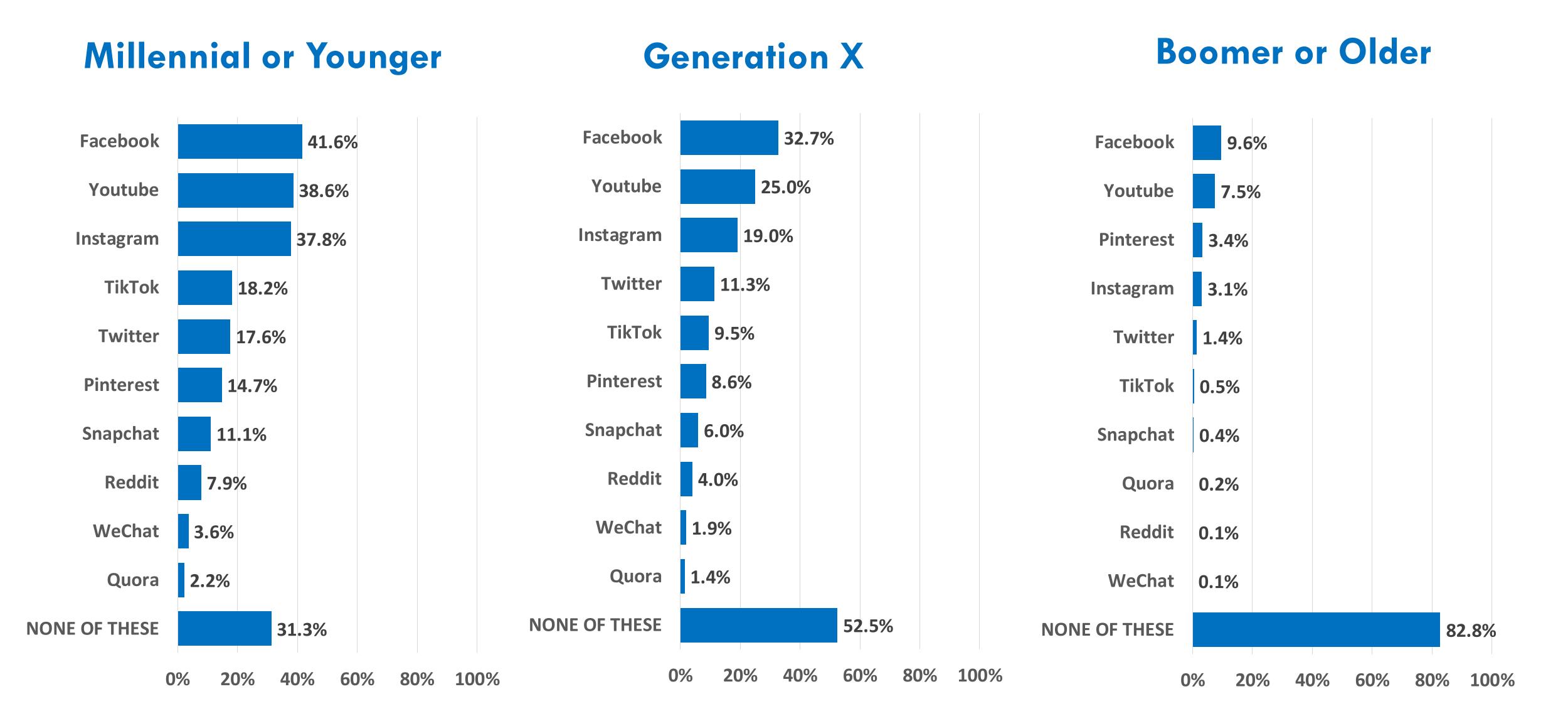
Question: In the PAST 12

MONTHS, have you used any of the following social media platforms TO PREPARE FOR OR PLAN YOUR TRAVELS? (Select all that apply)





SOCIAL MEDIA USED

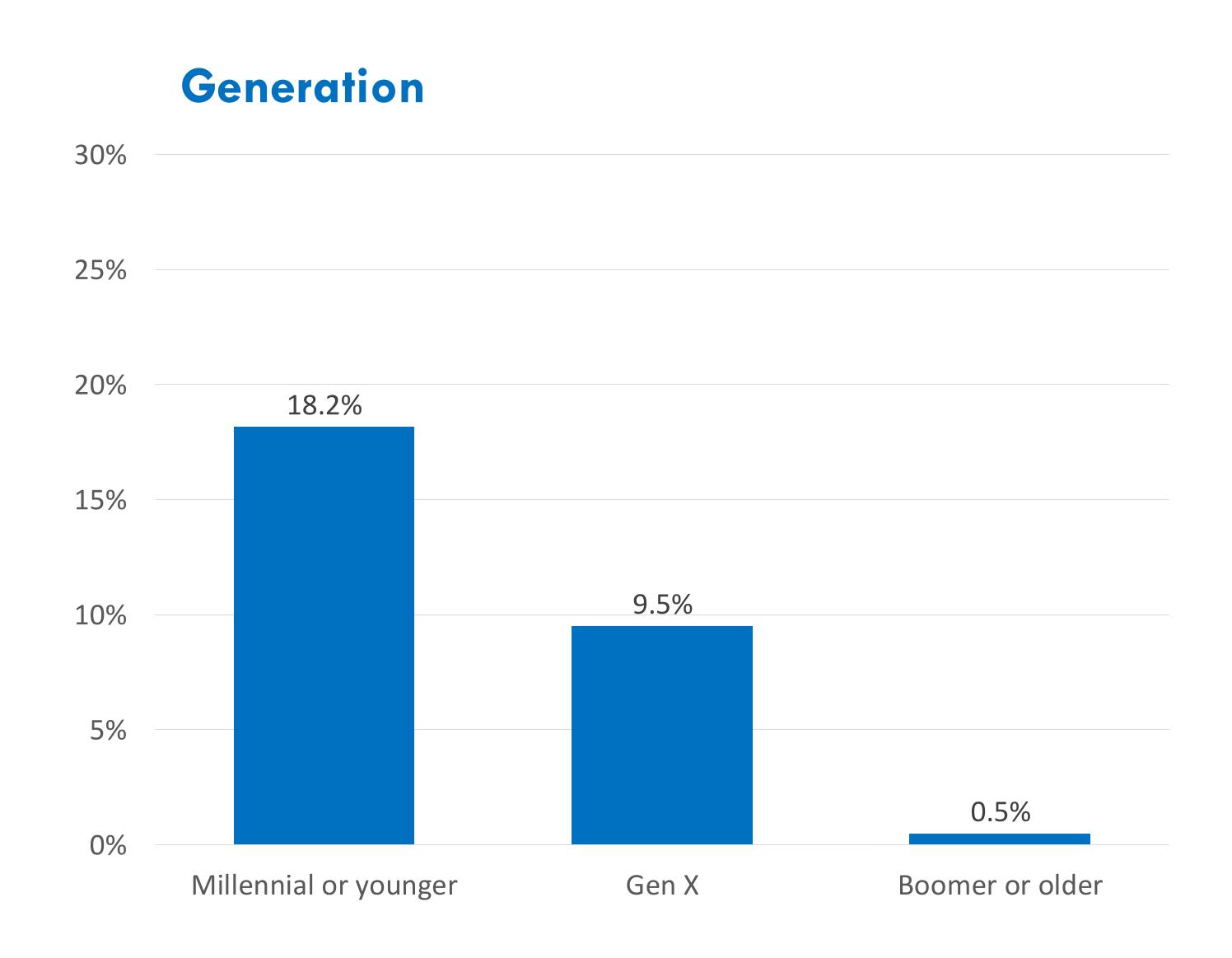




SOCIAL MEDIA USED: TIKTOK

Question: In the PAST 12

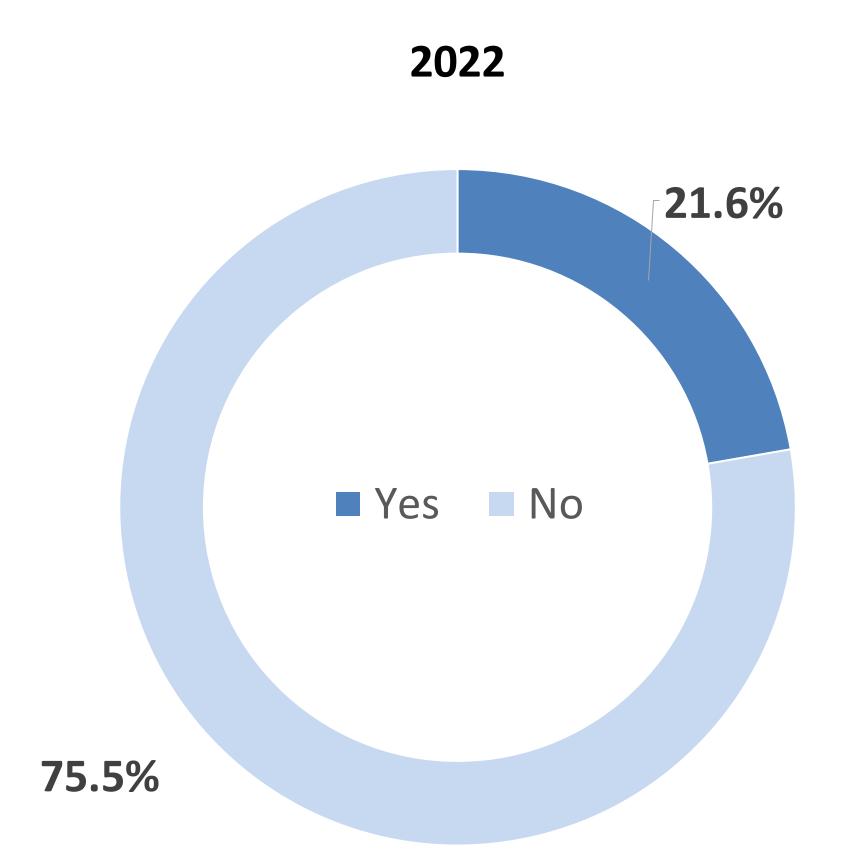
MONTHS, have you used any of the following social media platforms TO PREPARE FOR OR PLAN YOUR TRAVELS? (Select all that apply)

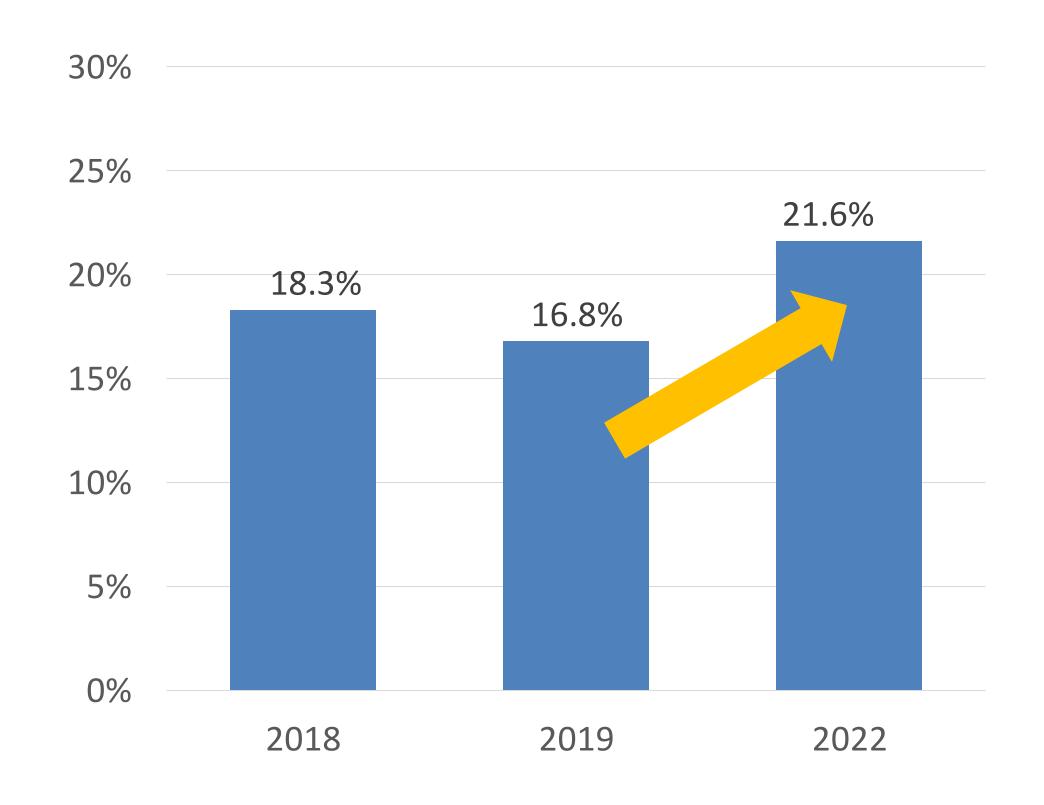




DIGITAL INFLUENCERS

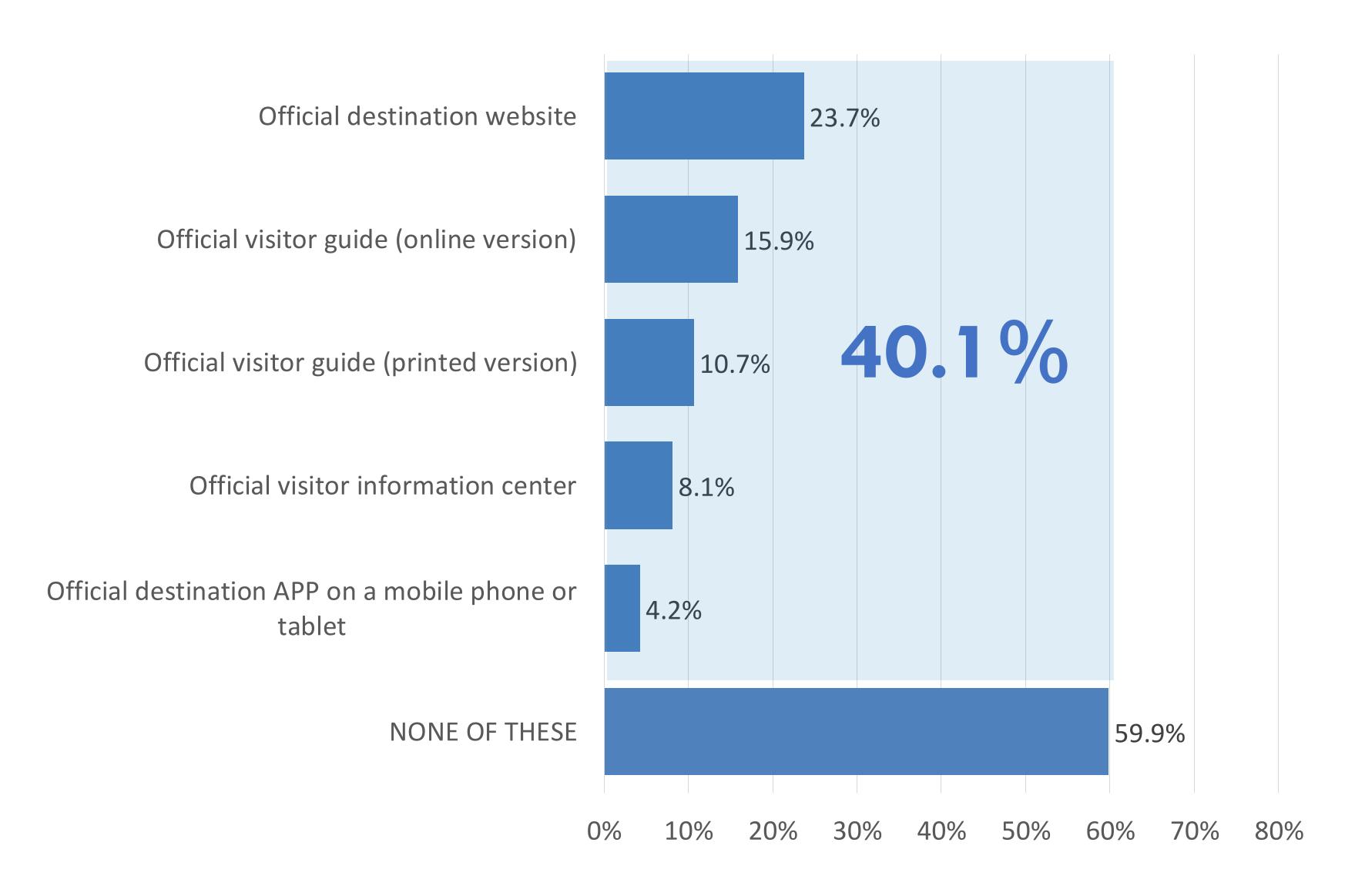
Question: In the past 12 months, have you used the opinions of a DIGITAL INFLUENCER to help plan any travel?





DMO RESOURCES USED

Question: In the PAST TWELVE (12)
MONTHS, have you used a
destination's official local Visitors
or Convention Bureau (or Chamber
of Commerce), or state or national
government tourism office to help
plan any travel? If so, which
resources did you use? (Select all
that apply)





PLATFORMS USED FOR PLANNING THINGS TO DO

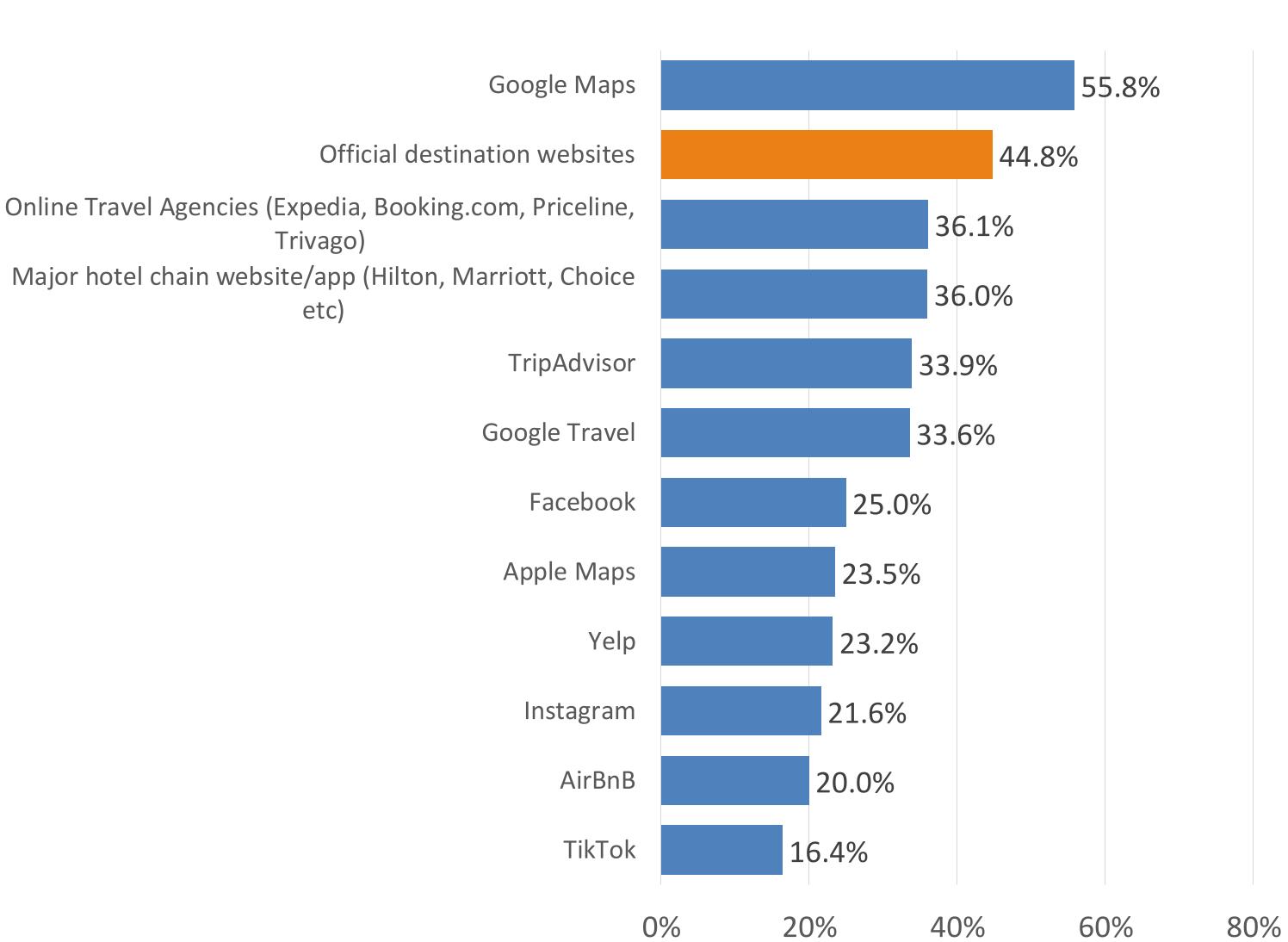
% Always or Frequently use

100%

Question: When researching and selecting THINGS TO DO either before or during your trip, please rate your use of these platforms (via website or app). (Select one to complete the sentence)!

_______use this to help

select THINGS TO DO on my leisure trips.





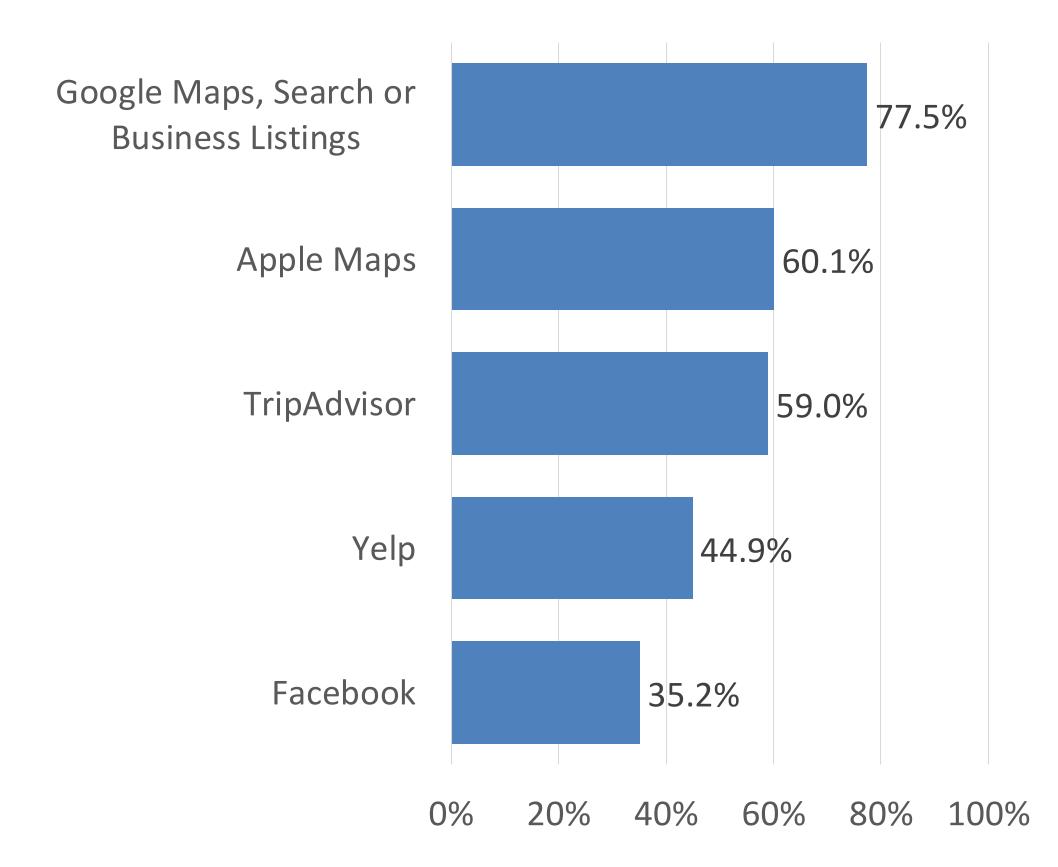




Trust in Reviews and Business Listings

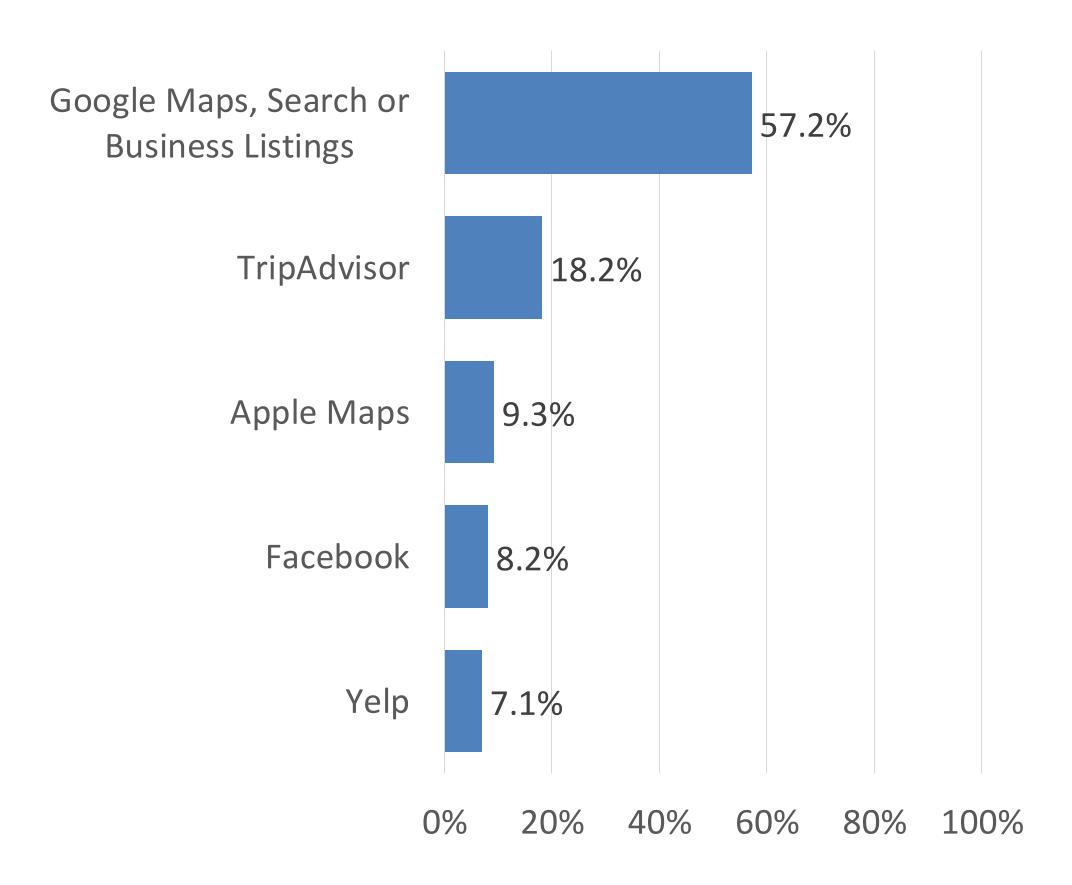
TRUST IN BUSINESS INFORMATION RESOURCES

Question: Please evaluate how trustworthy each of these are when looking for business information (e.g., hours, menu, location, services)



% always or usually trustworthy

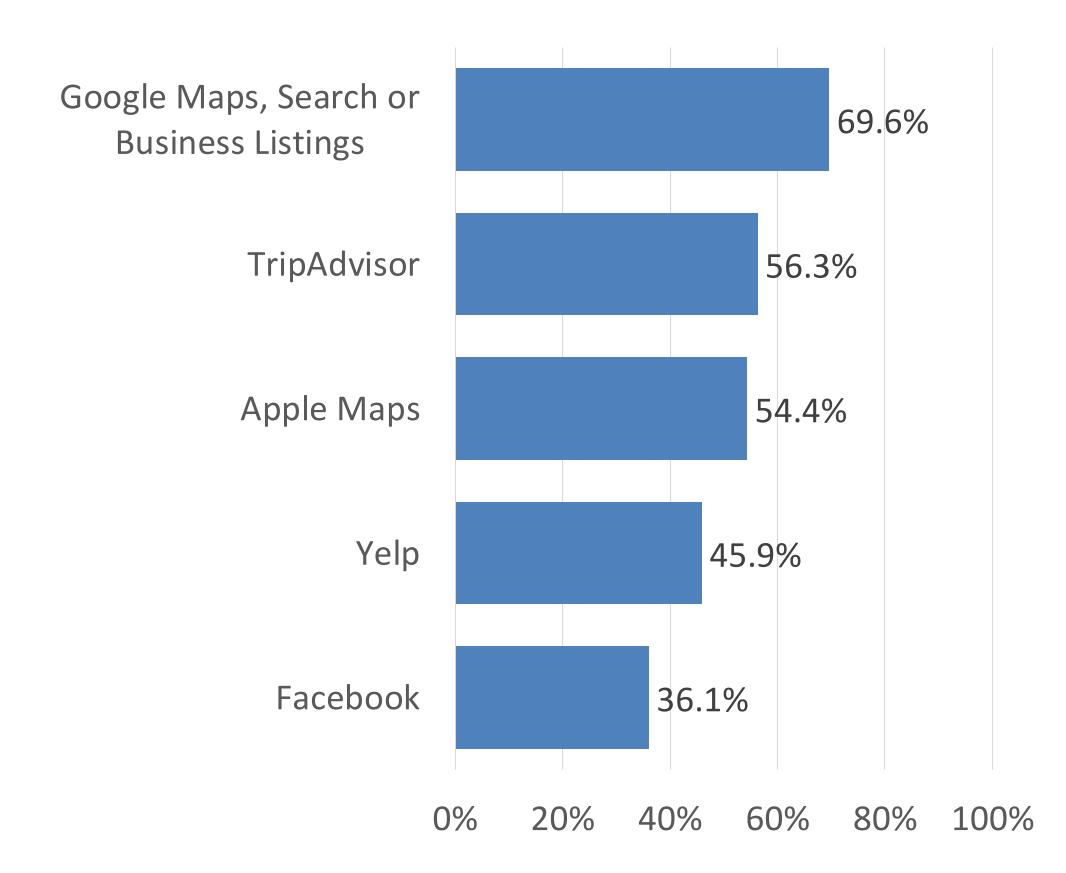
Question: In your opinion, which platform is the most trustworthy when looking for business information (hours, menu, location, services)?





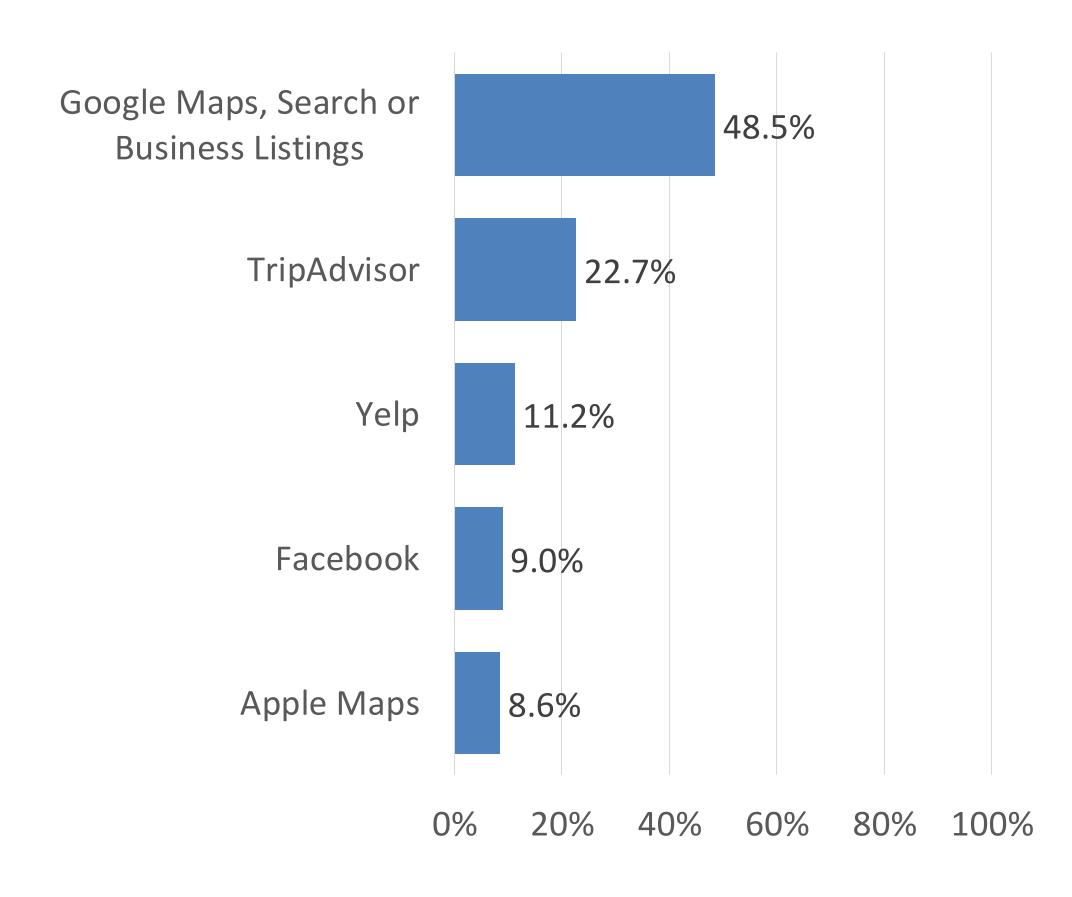
TRUST IN USER REVIEW RESOURCES

Question: Please evaluate how trustworthy is the customer rating/review information available on each platform.



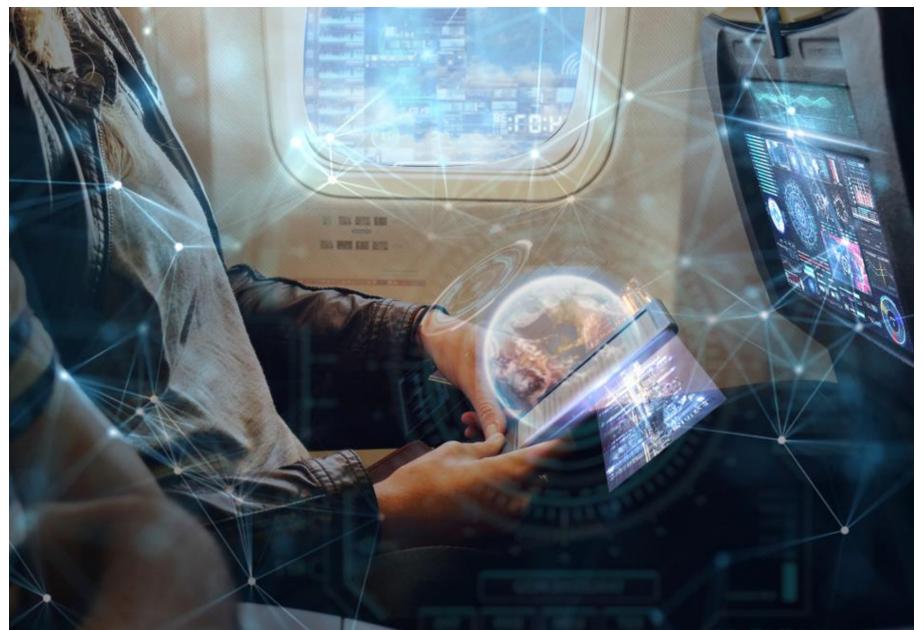
% always or usually trustworthy

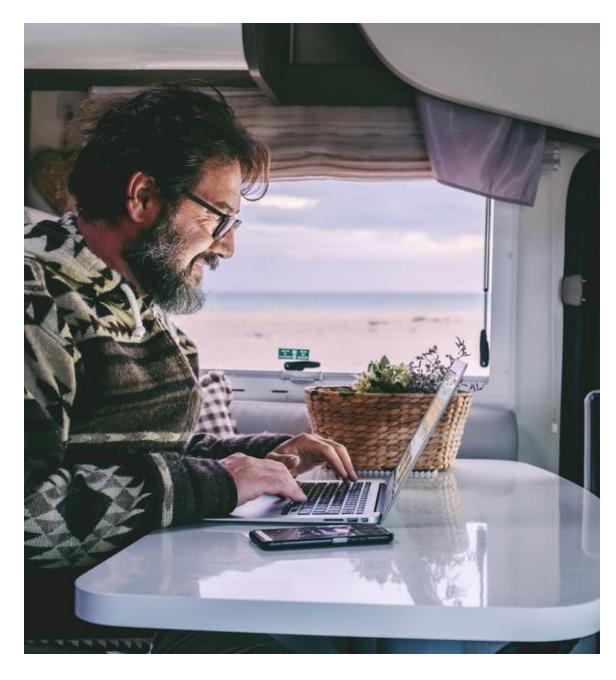
Question: In your opinion, which platform has the most trustworthy customer rating/review information? (Select one)









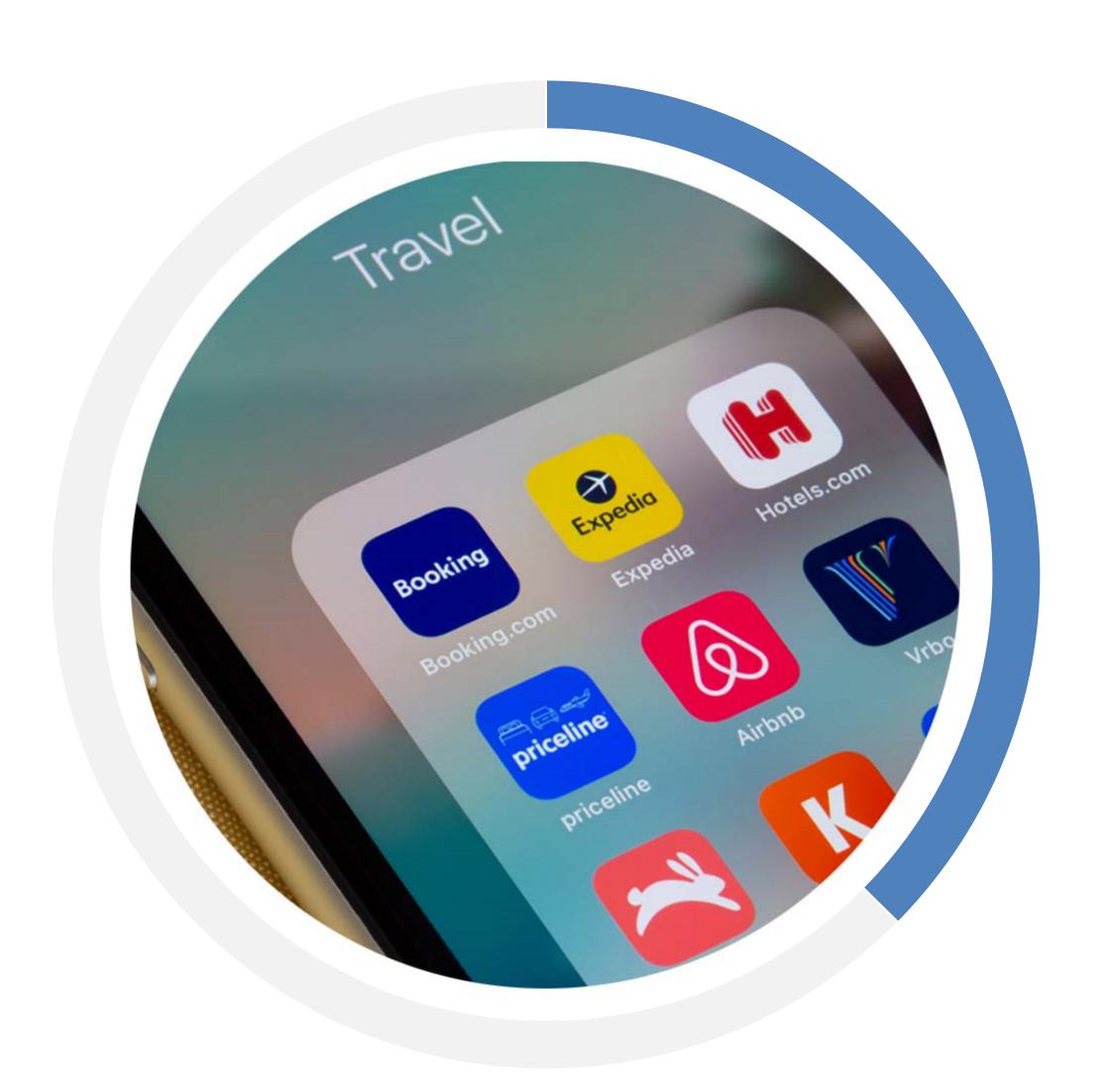


Technology Usage and Interest

TRAVEL-RELATED APPS

37.4%

of travelers say they've used a travel-related APP in the past 12 months



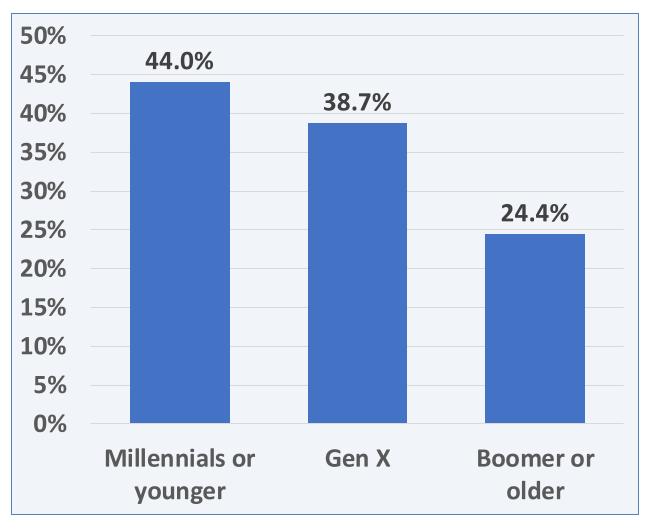


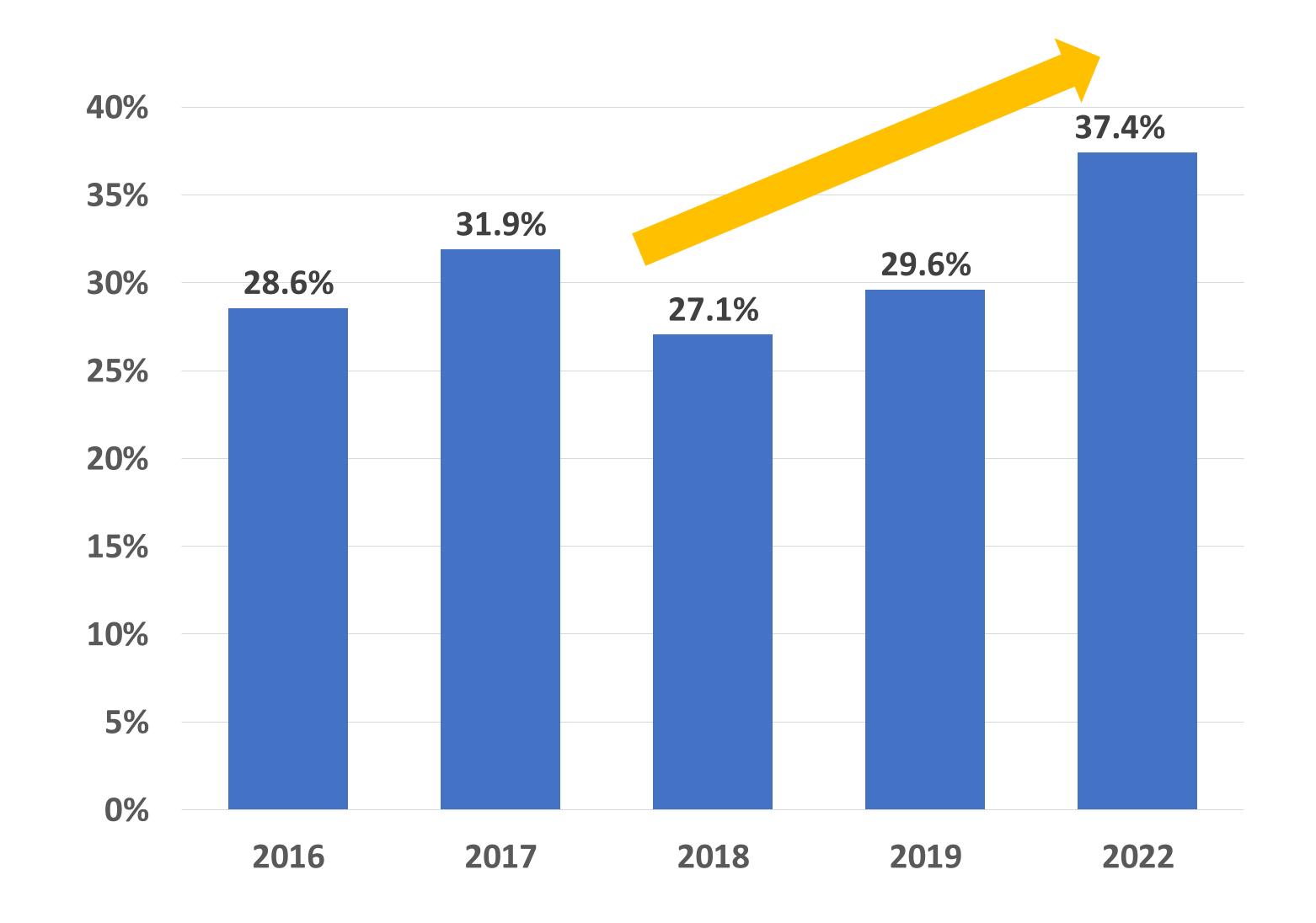
USE OF TRAVEL-RELATED APPS

Question: In the PAST TWELVE (12)

MONTHS, have you used any travel-related APPs to help you in travel planning?

By Generation

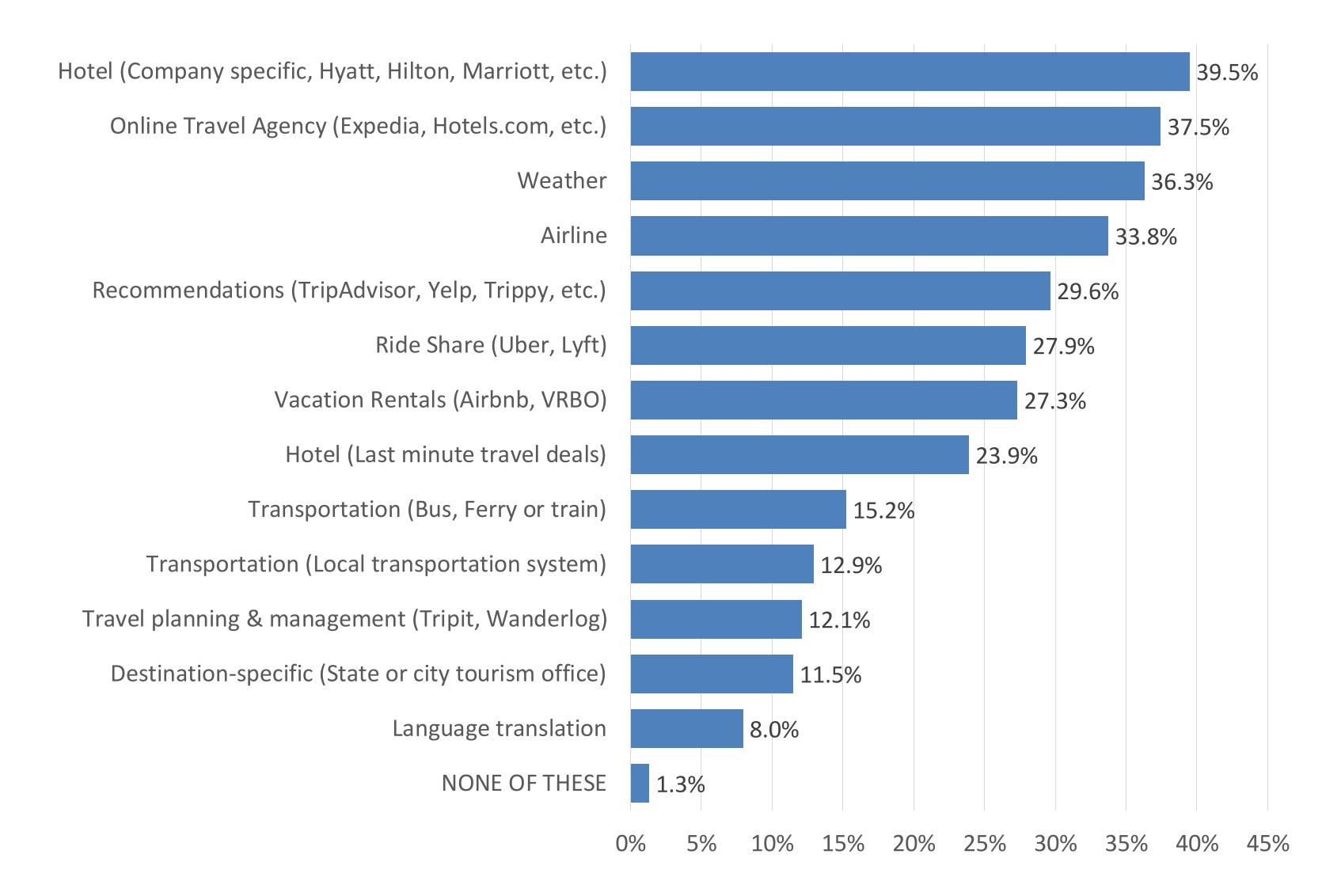






SPECIFIC TYPES OF TRAVEL-RELATED APPS USED

Question: In the PAST TWELVE (12)
MONTHS, which of these types of
APPs have you used for travel
planning? (Select all that you've
used)



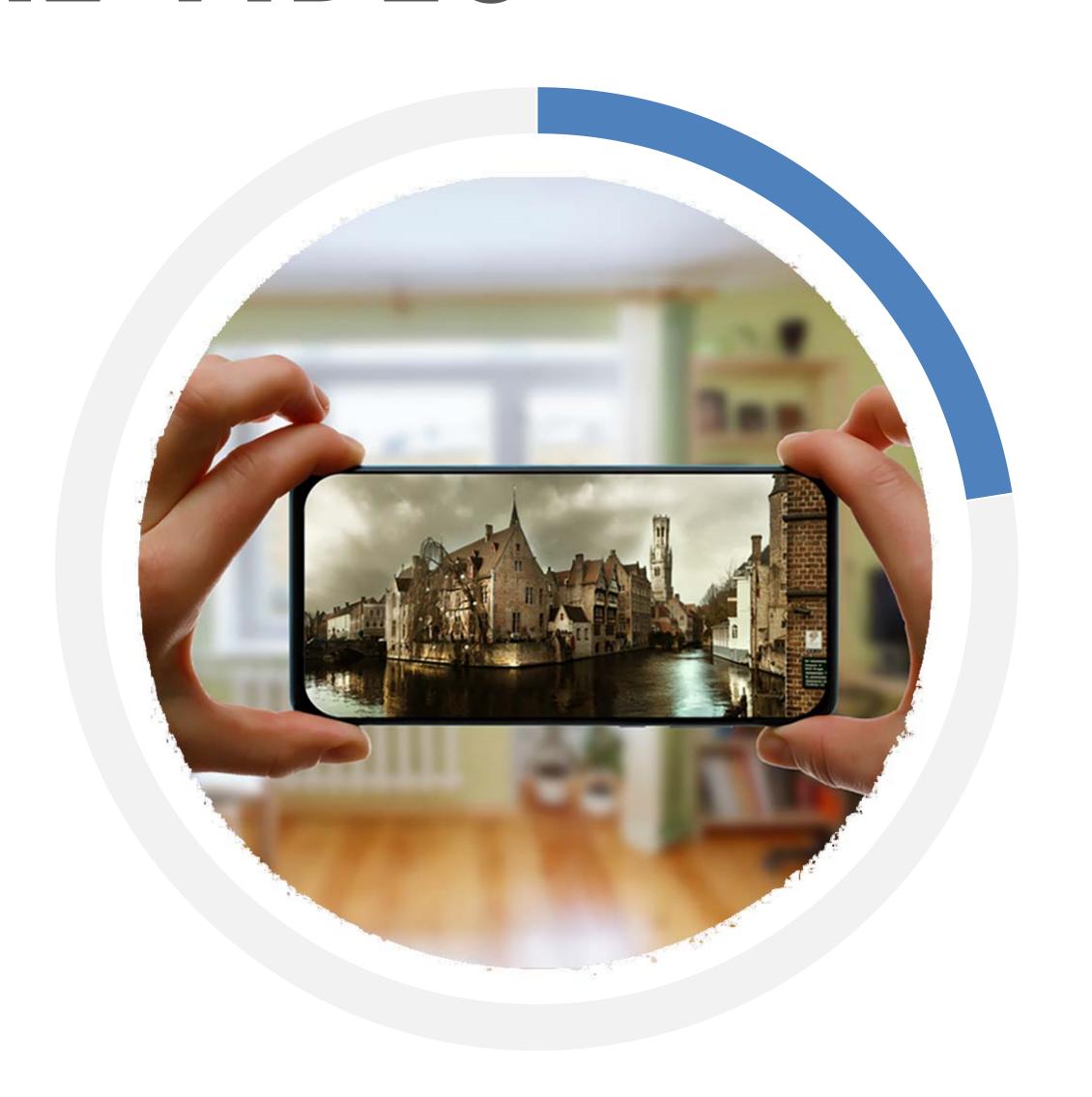


REAL TIME VIDEO

26.5%

of travelers say they have used real

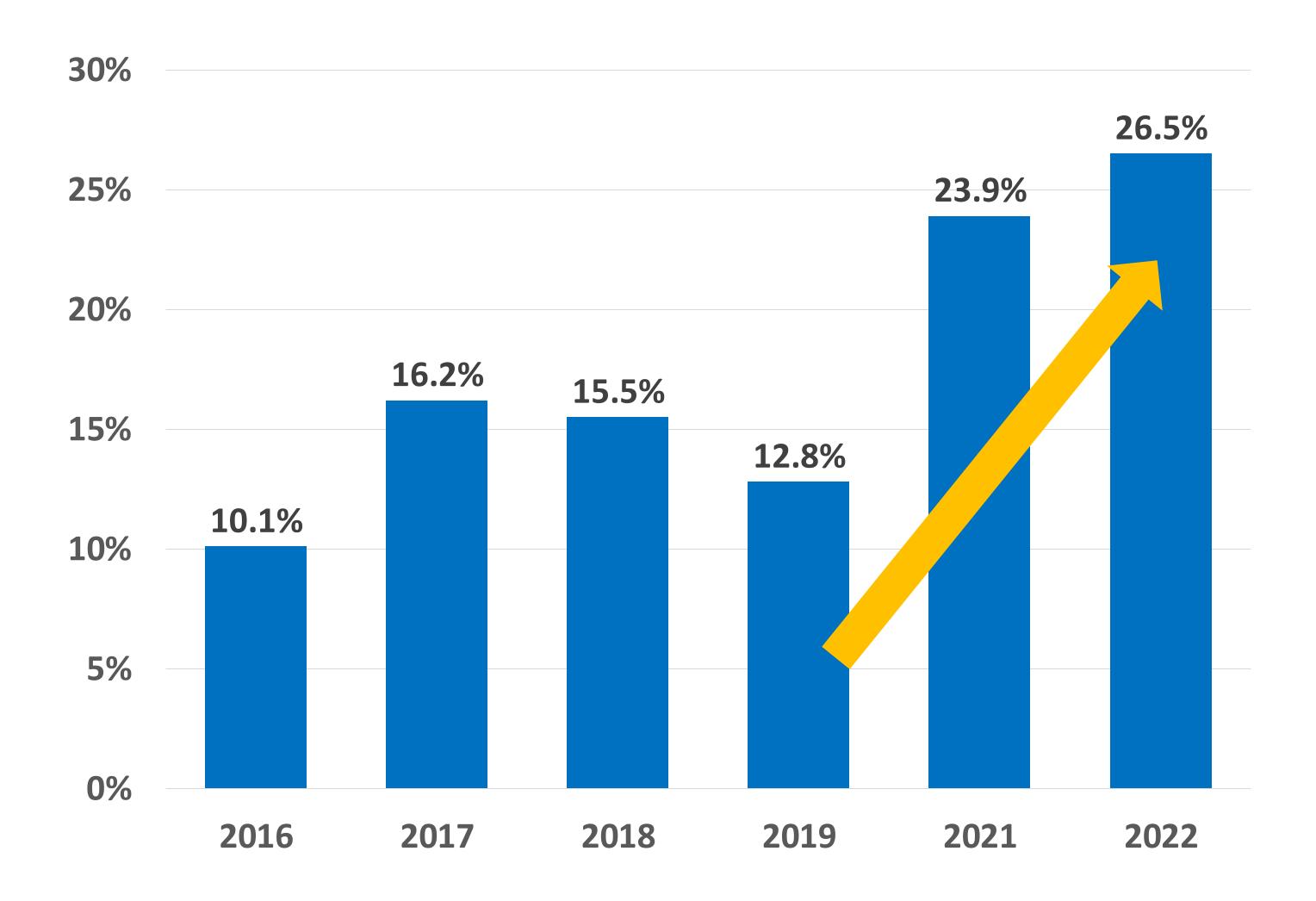
time video to plan a trip





REAL TIME VIDEO: USE

Question: Have you ever used Realtime Video (including TikTok, Facebook
Live etc.) to help plan any leisure
travel?



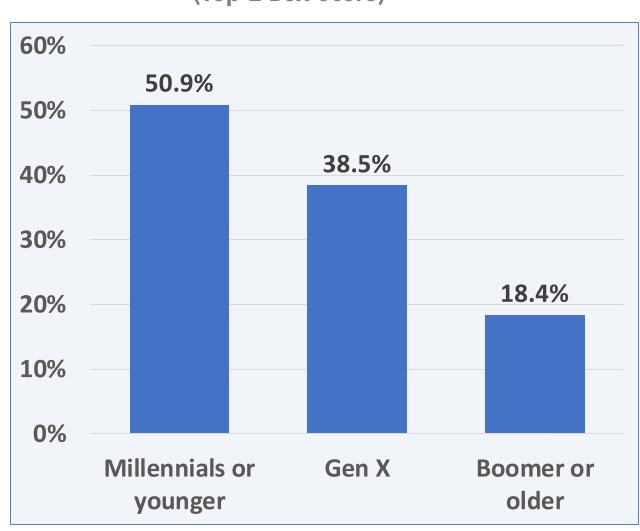


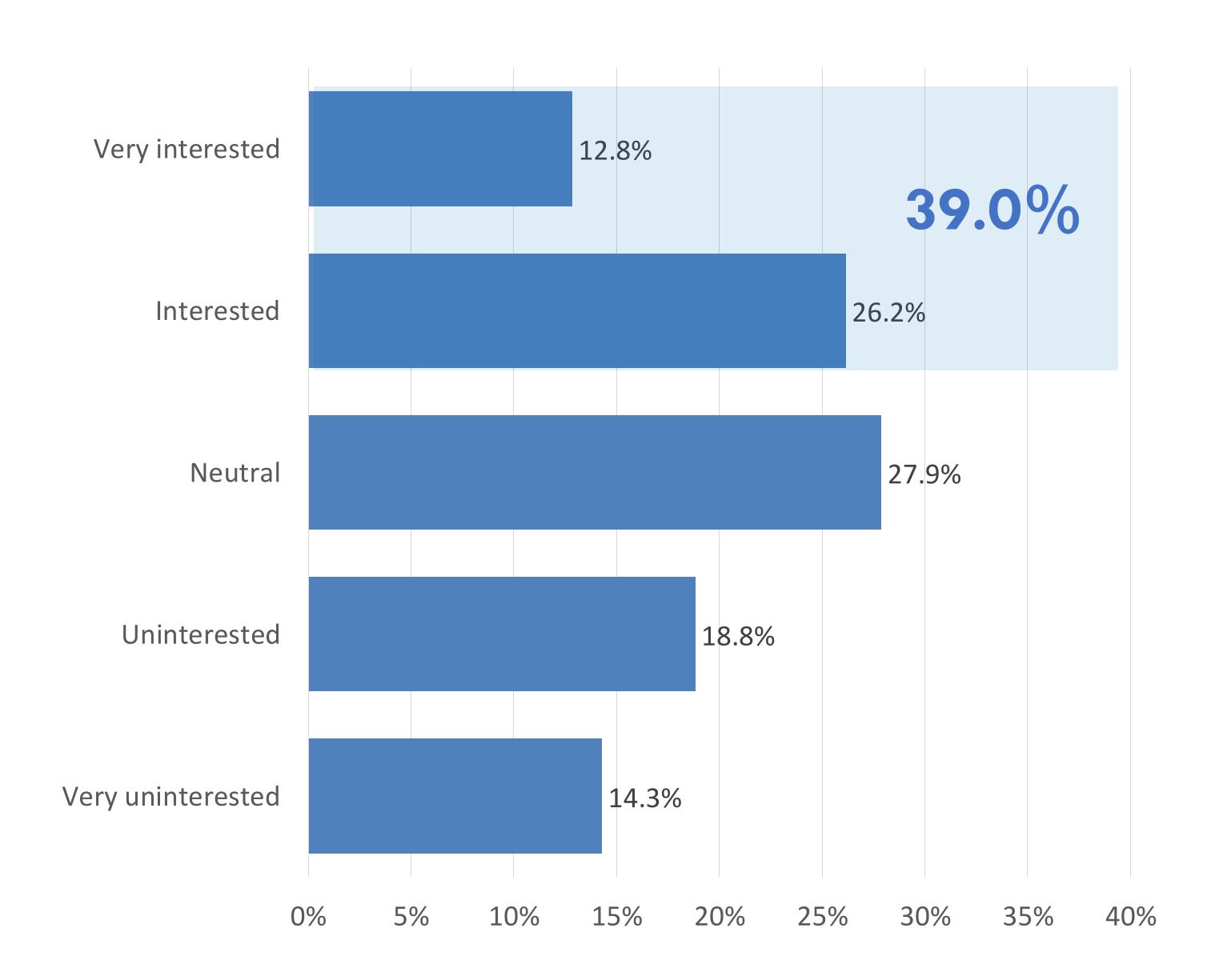
REAL TIME VIDEO: INTEREST

Question: In general, how interested would you be in using Real-time Video to research leisure destinations you are considering visiting? (Select one)

By Generation

(Top 2 Box Score)







VIRTUAL REALITY HEADSETS

15.9%

of travelers say they have used a virtual reality headset to plan their travels.

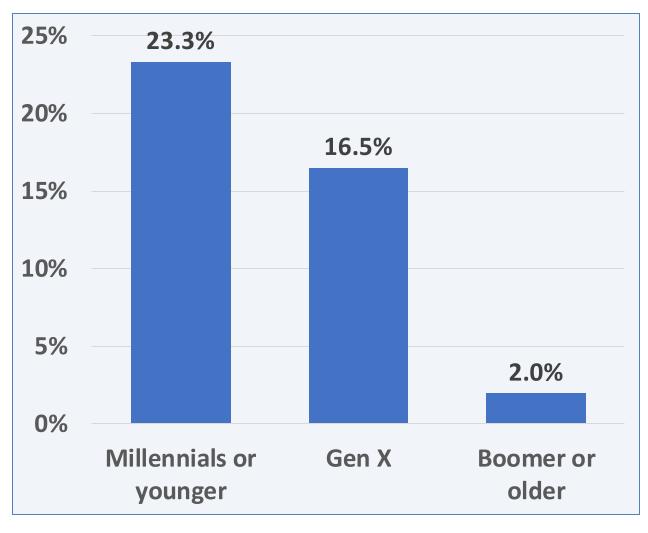


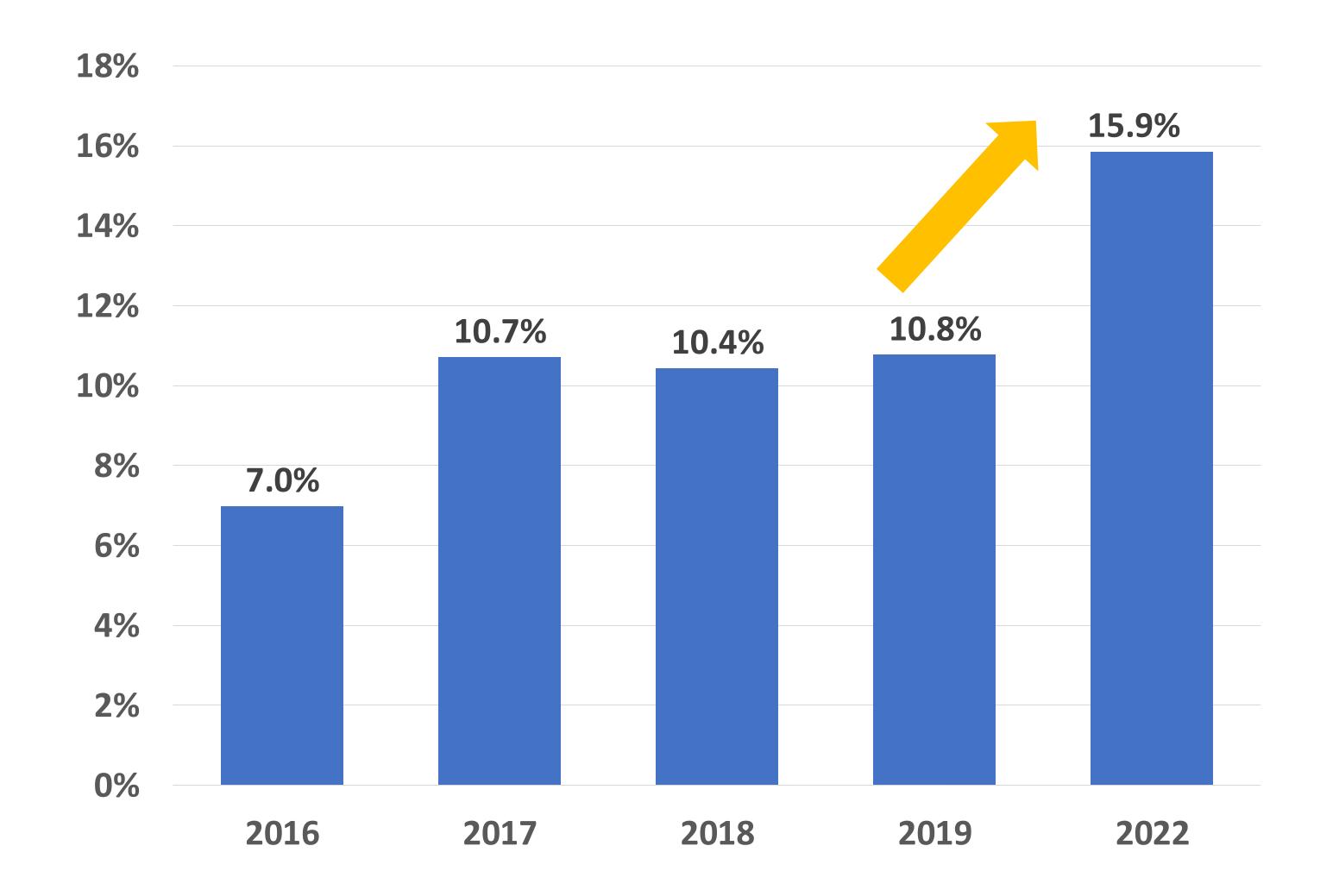


USE OF VIRTUAL REALITY HEADSETS

Question: Have you ever used a Virtual Reality Headset to help plan any leisure travel?

By Generation





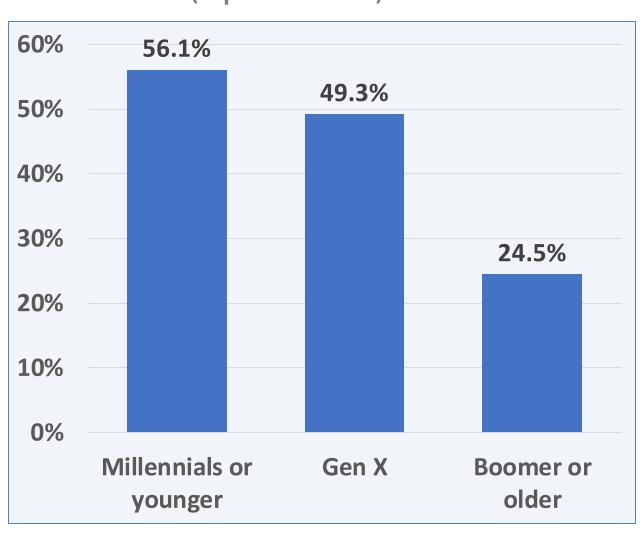


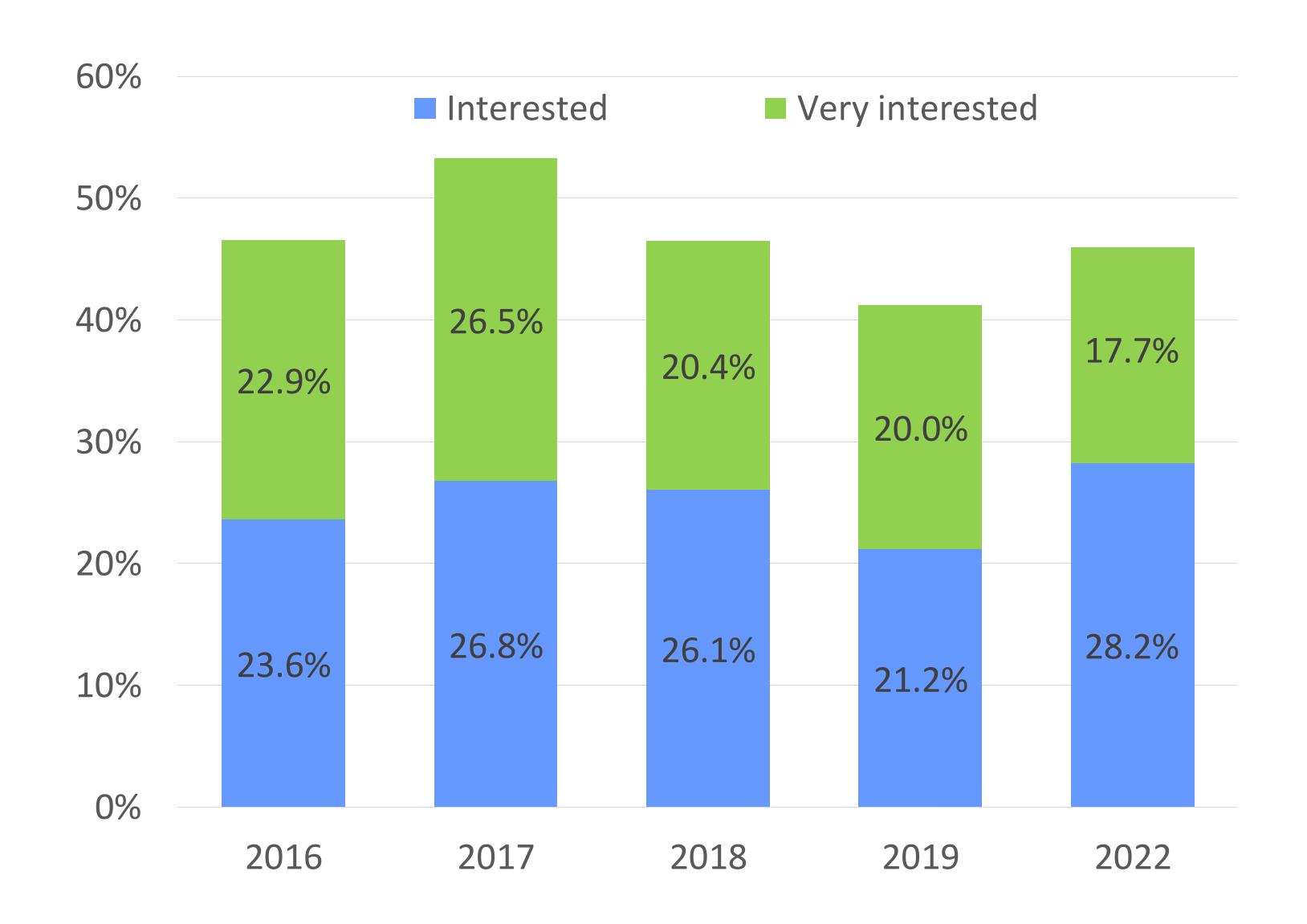
USE OF VIRTUAL REALITY HEADSETS

Question: If good contents were available, how interested would you be in using a Virtual Reality Headset to research leisure destinations you are considering visiting? (Select one)

By Generation

(Top 2 Box Score)

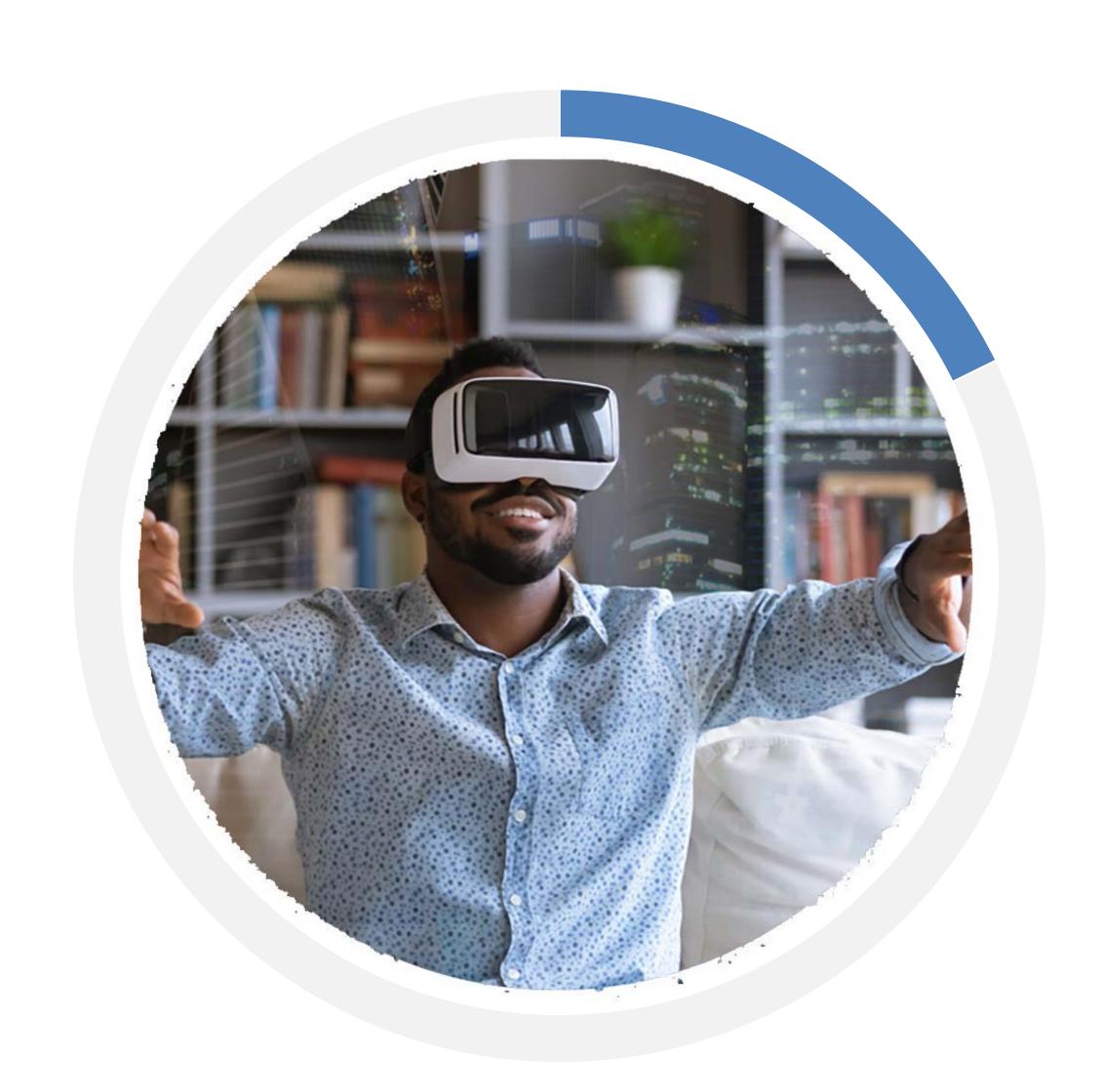






VIRTUAL TOURS

of travelers say they have taken a virtual tour of a destination or attraction to plan their travels.



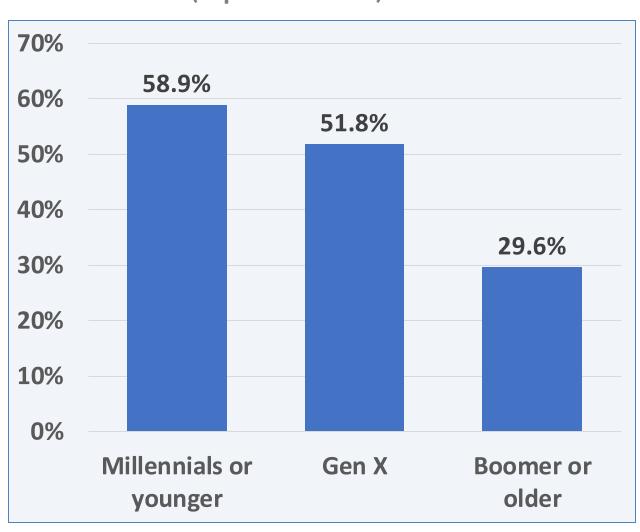


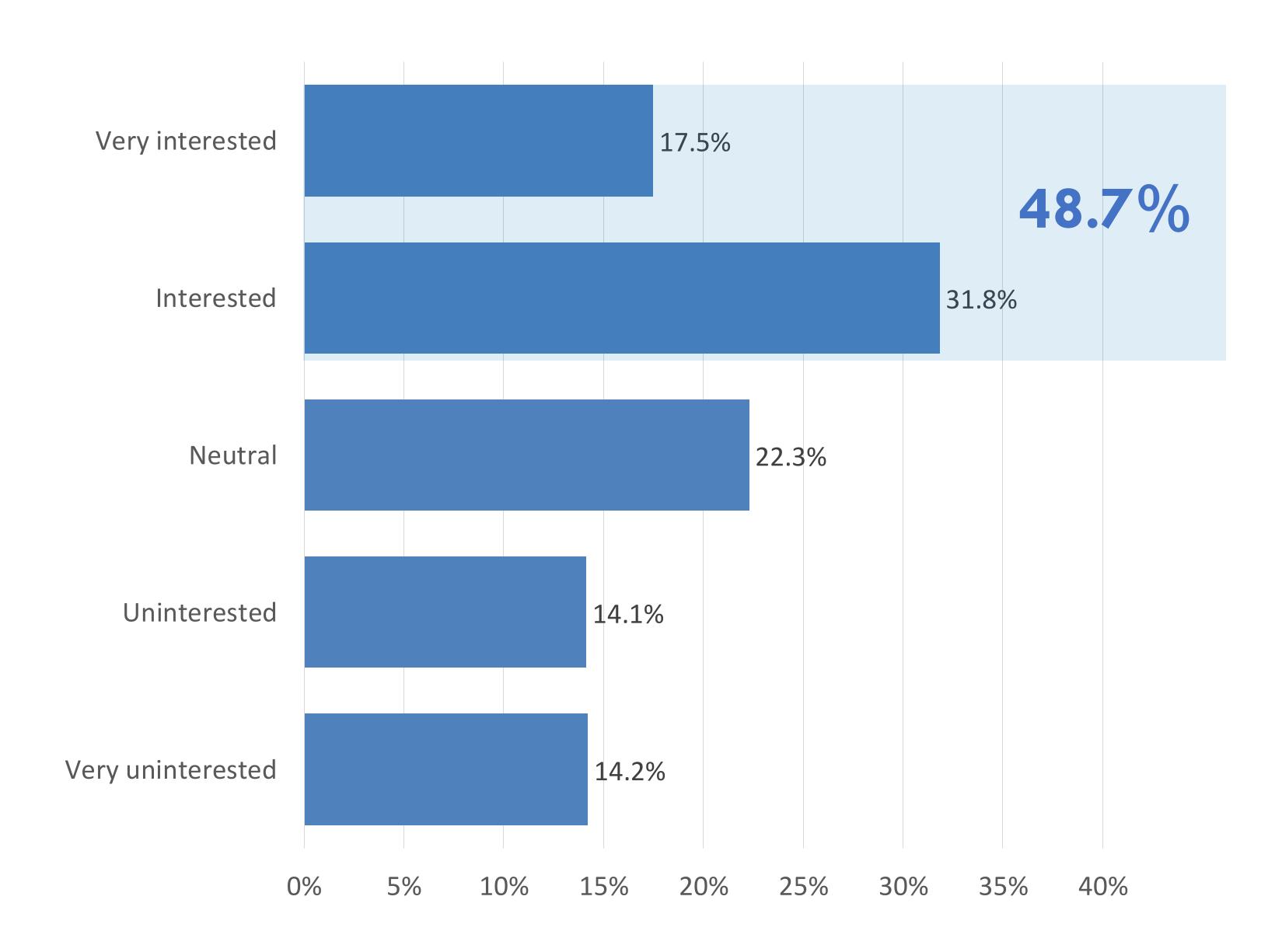
INTEREST IN VIRTUAL DESTINATION TOURS

Question: How interested would you be in taking VIRTUAL TOURS of destinations and attractions to help you decide where to travel for leisure? (Select one)

By Generation

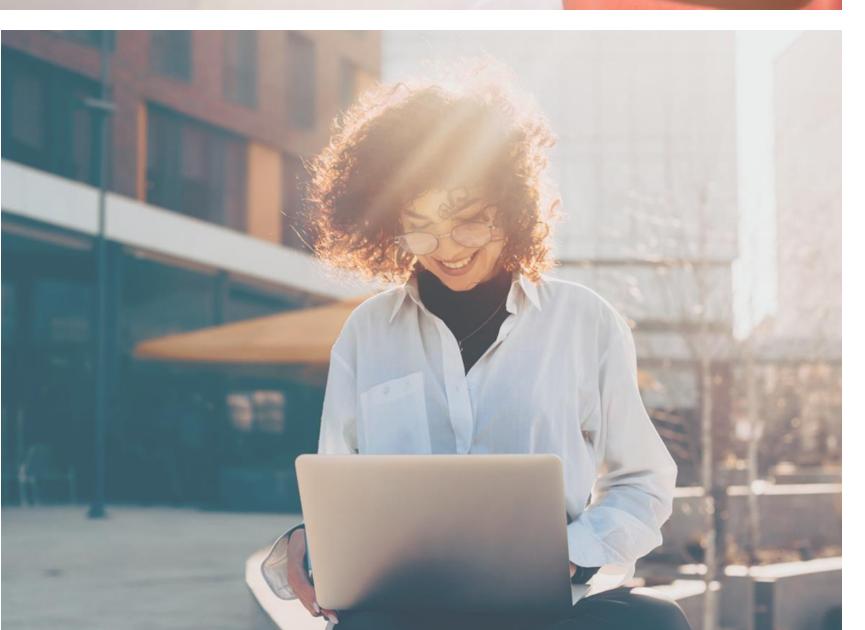
(Top 2 Box Score)

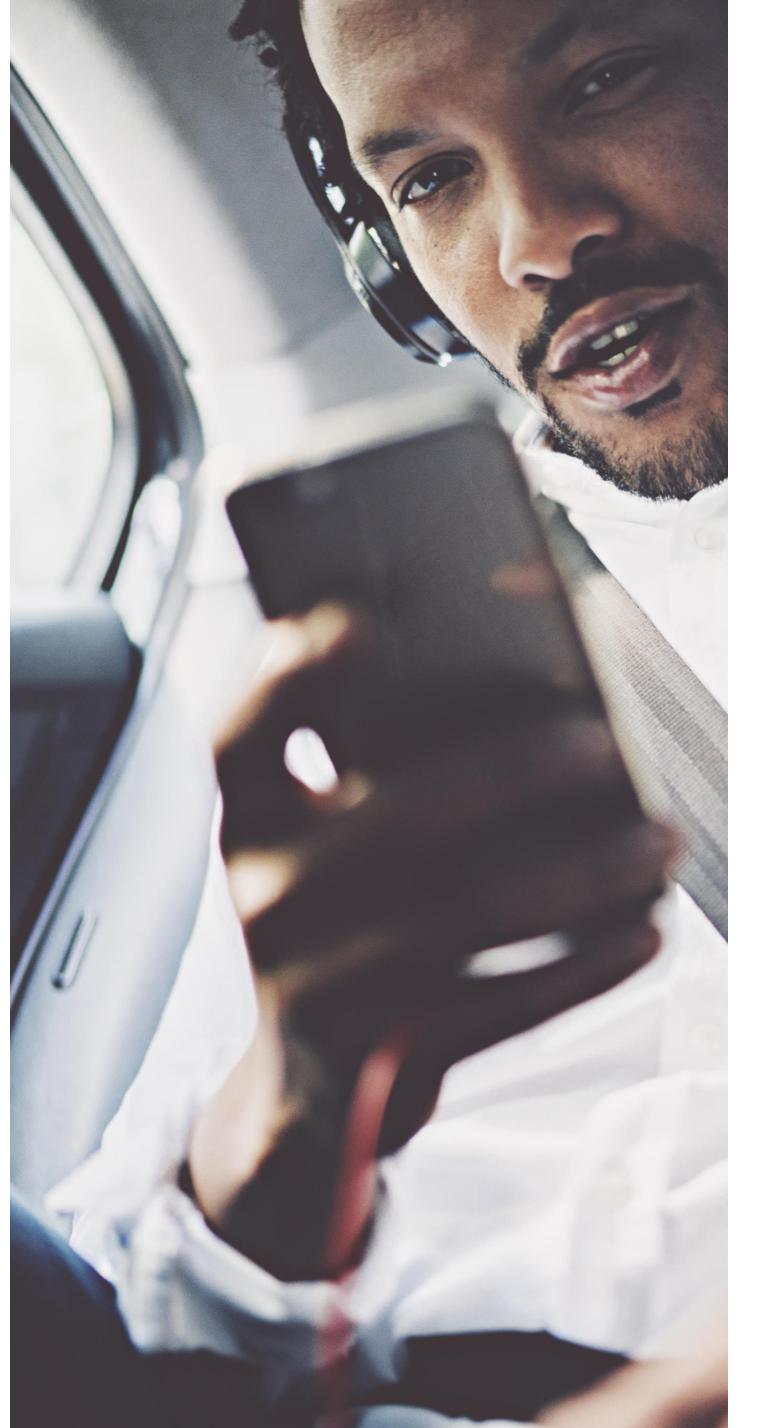












Virtual Experiences from

- Amazon
- Airbnb
- Disney

Amazon Explore ▼

explore beta

Browse Experiences

Your Sessions

Introducing Amazon Explore

The world, at your fingertips

Amazon Explore is an interactive livestreaming service that allows you to learn, shop, and discover new places right from your computer.



AMAZON EXPLORE

18.4%

of travelers say they had heard of

Amazon Explore before taking the

survey.





AMAZON EXPLORE: INTEREST

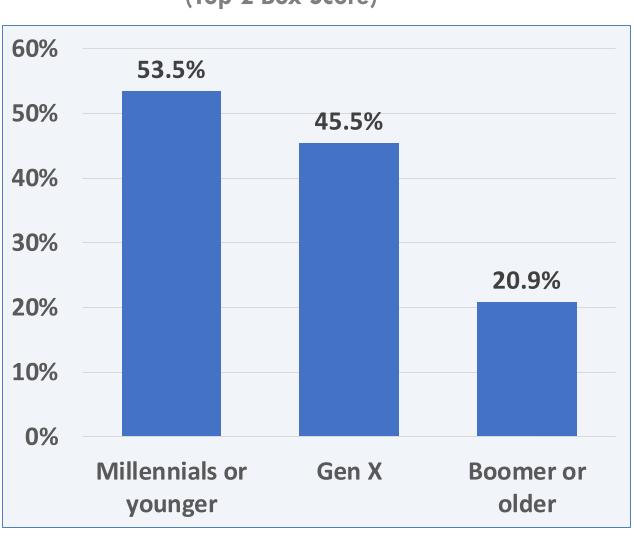
Question: How interested would you be

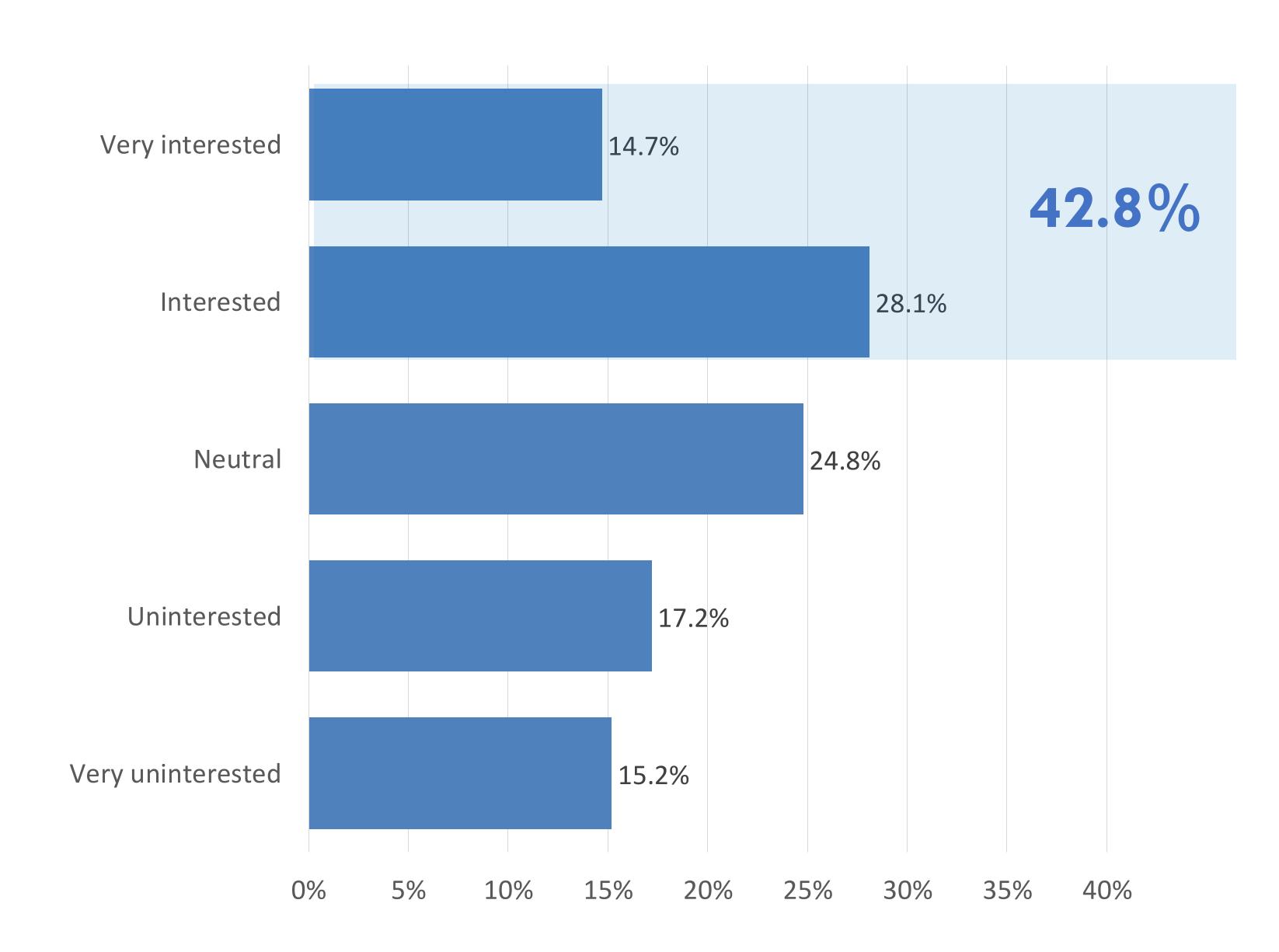
in taking VIRTUAL TOURS through

Amazon Explore? (Select one)

By Generation

(Top 2 Box Score)







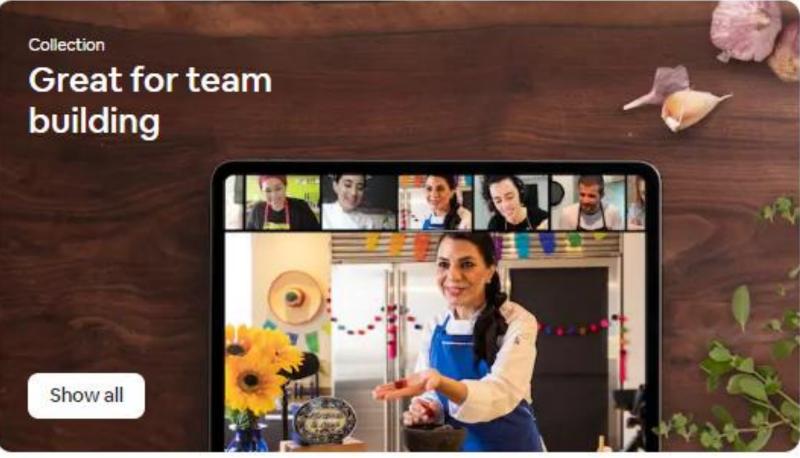




New this week









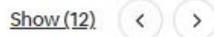
Entertainment

History & culture

Olympians & Paralympians

Designed for accessibility

Plan a trip with help from local Hosts around the world

















★ 4.99 (144) · United States

★ 5.0 (18) · Spain

★ 4.96 (48) · South Korea

★ 4.83 (6) · Mexico

★ 4.91 (11) · United States

★ 5.0 (5) · United States

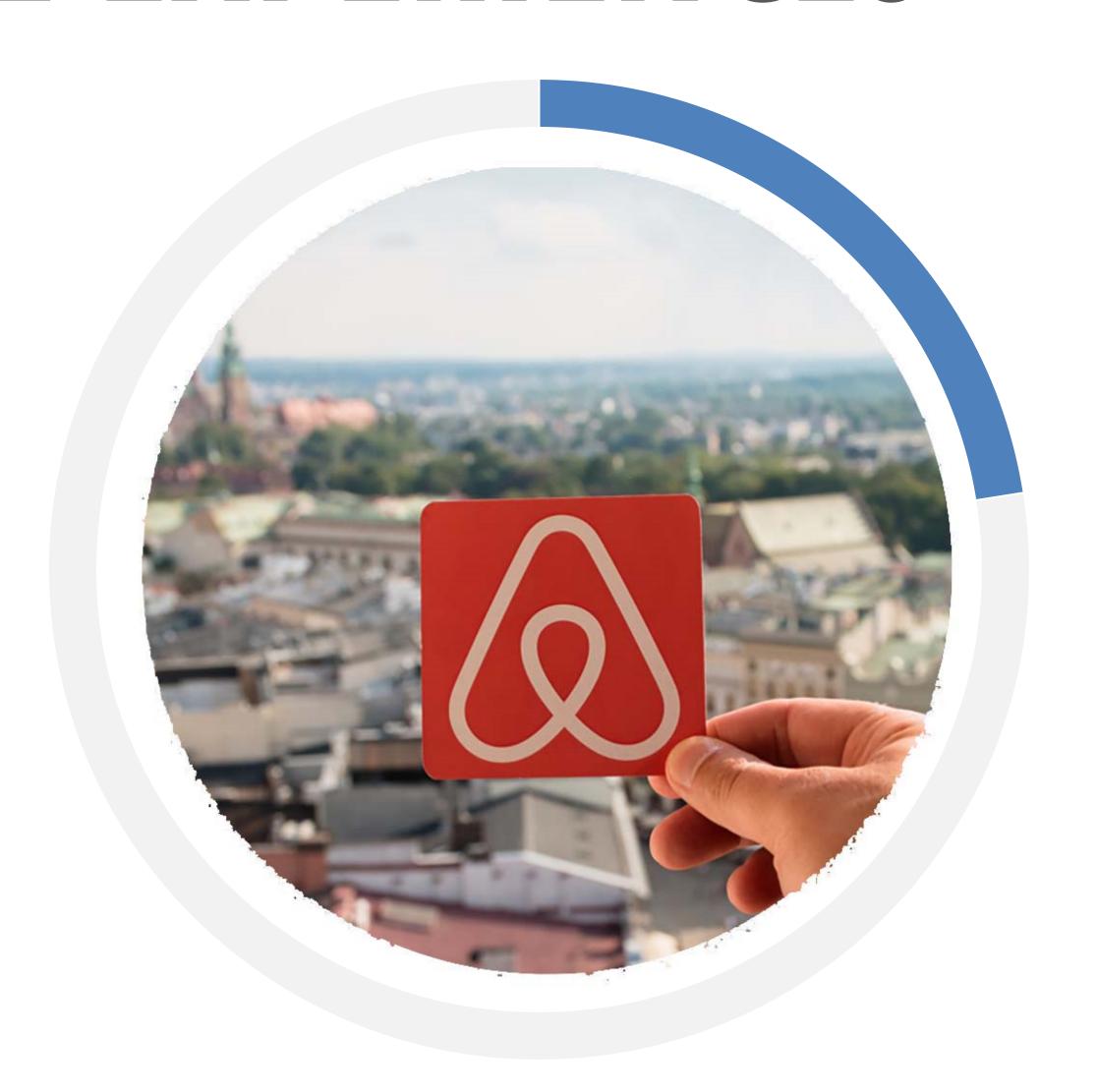
AIRBNB ONLINE EXPERIENCES

22.5%

of travelers say they had heard of

Airbnb Online Experiences before

taking the survey.





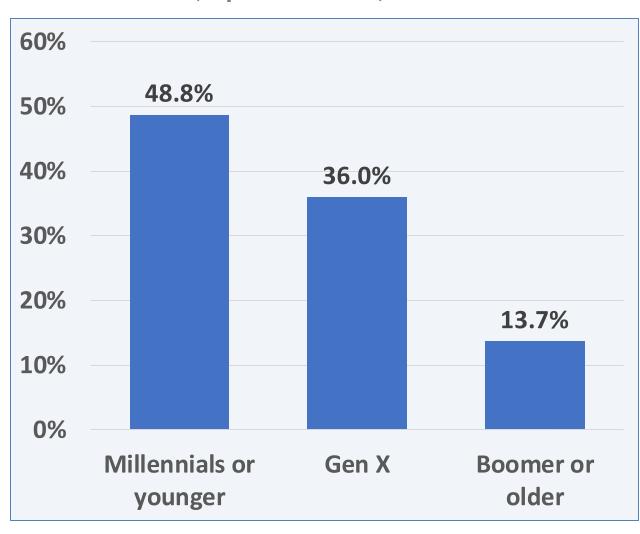
AIRBNB ONLINE EXPERIENCES: INTEREST

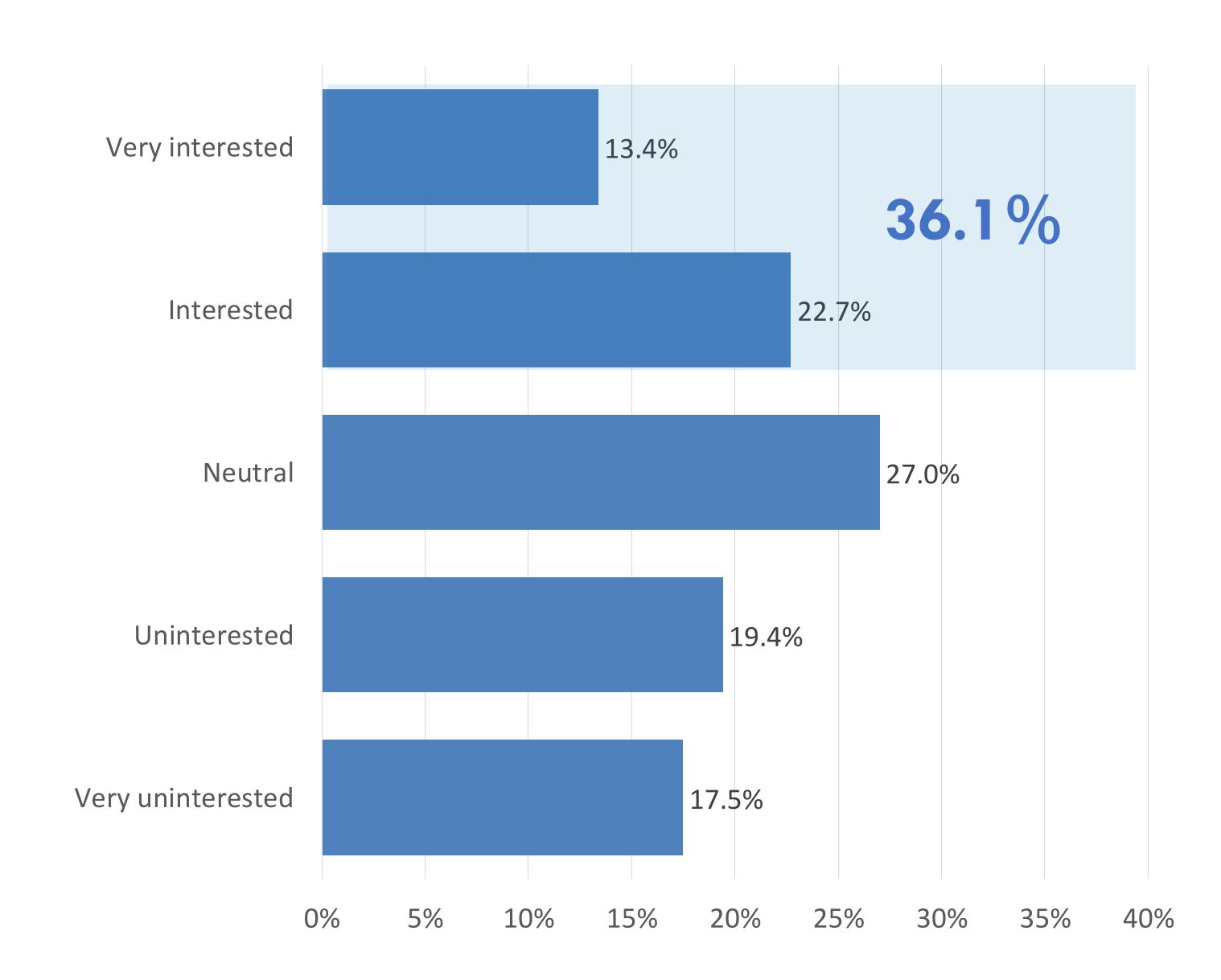
Question: How interested would you be in having an Airbnb Online Experience?

(Select one)

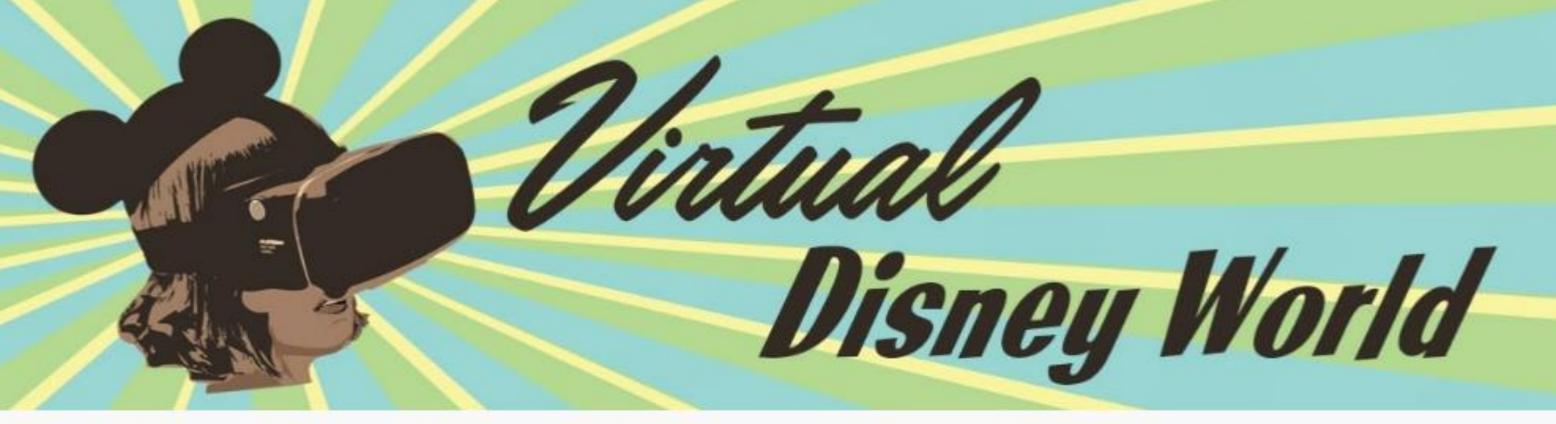
By Generation

(Top 2 Box Score)











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Virtual Disney World
97K subscribers

VIDEOS

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COMMUNITY CHANNELS AB

ABOUT

Q



What is Virtual Disney World?

390,941 views • 4 years ago

Virtually experience Walt Disney World attractions, shows, hotels, monorails, trains, boats, park areas, and more within an interactive 360° video environment. Virtual Disney World offers a complete immersive experience like never before. Relive the attractions and places you love anytime, anywhere! Virtual WDW 360° videos are best experienced with a VR headset or a smart phone and a virtual headset such as Google Cardboard or ...

Popular uploads

PLAY ALL

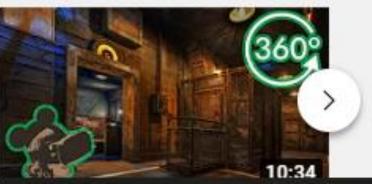












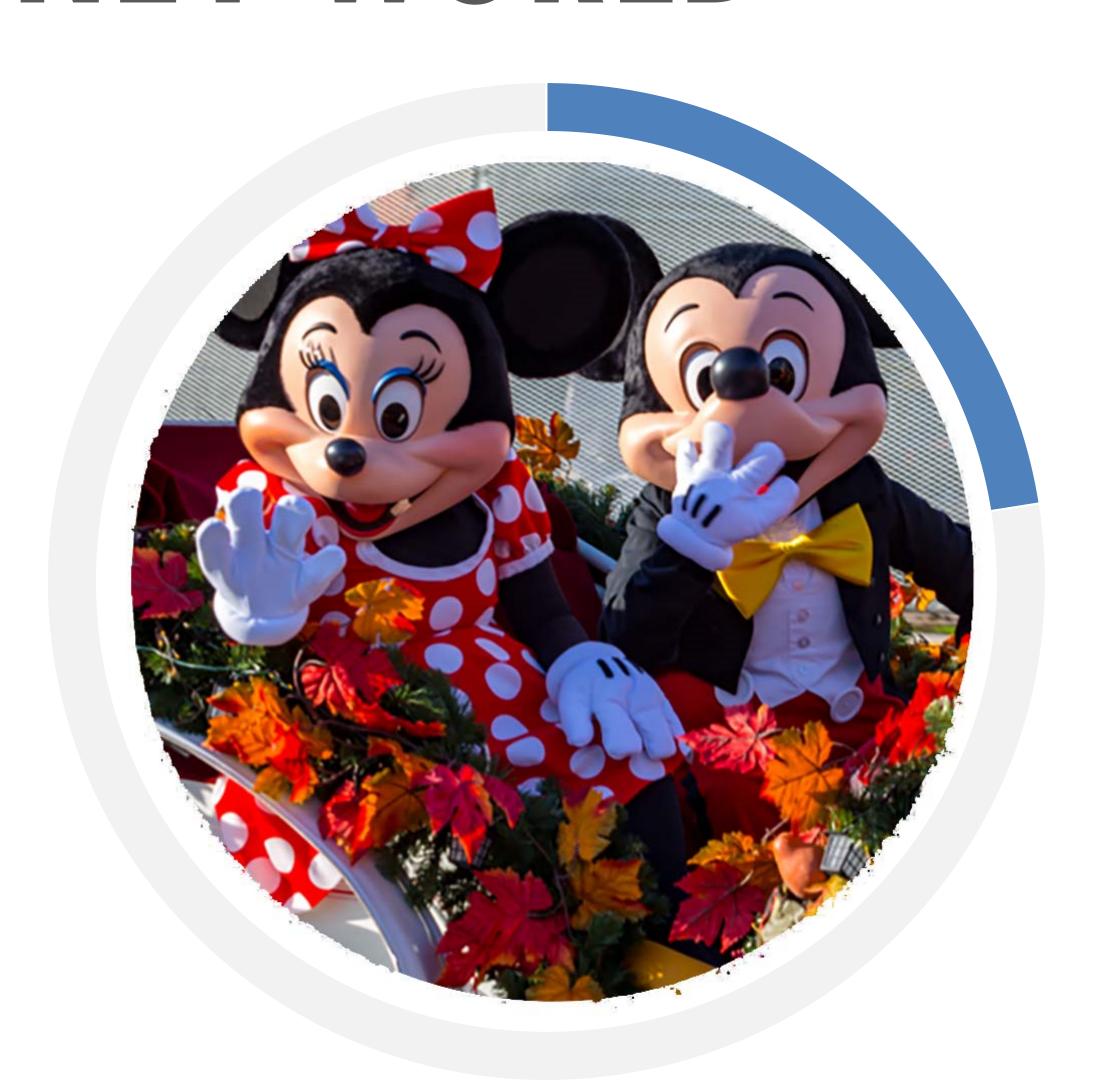
VIRTUAL DISNEY WORLD

22.5%

of travelers say they had heard of

Virtual Disney World Experiences

before taking the survey.





VIRTUAL DISNEY WORLD: INTEREST

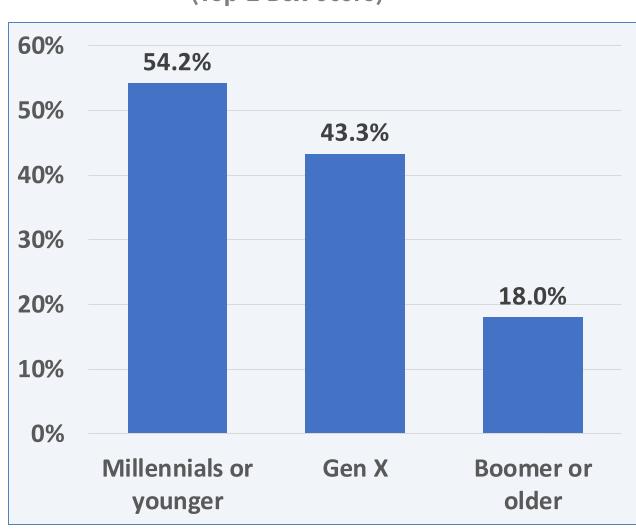
Question: How interested would you be

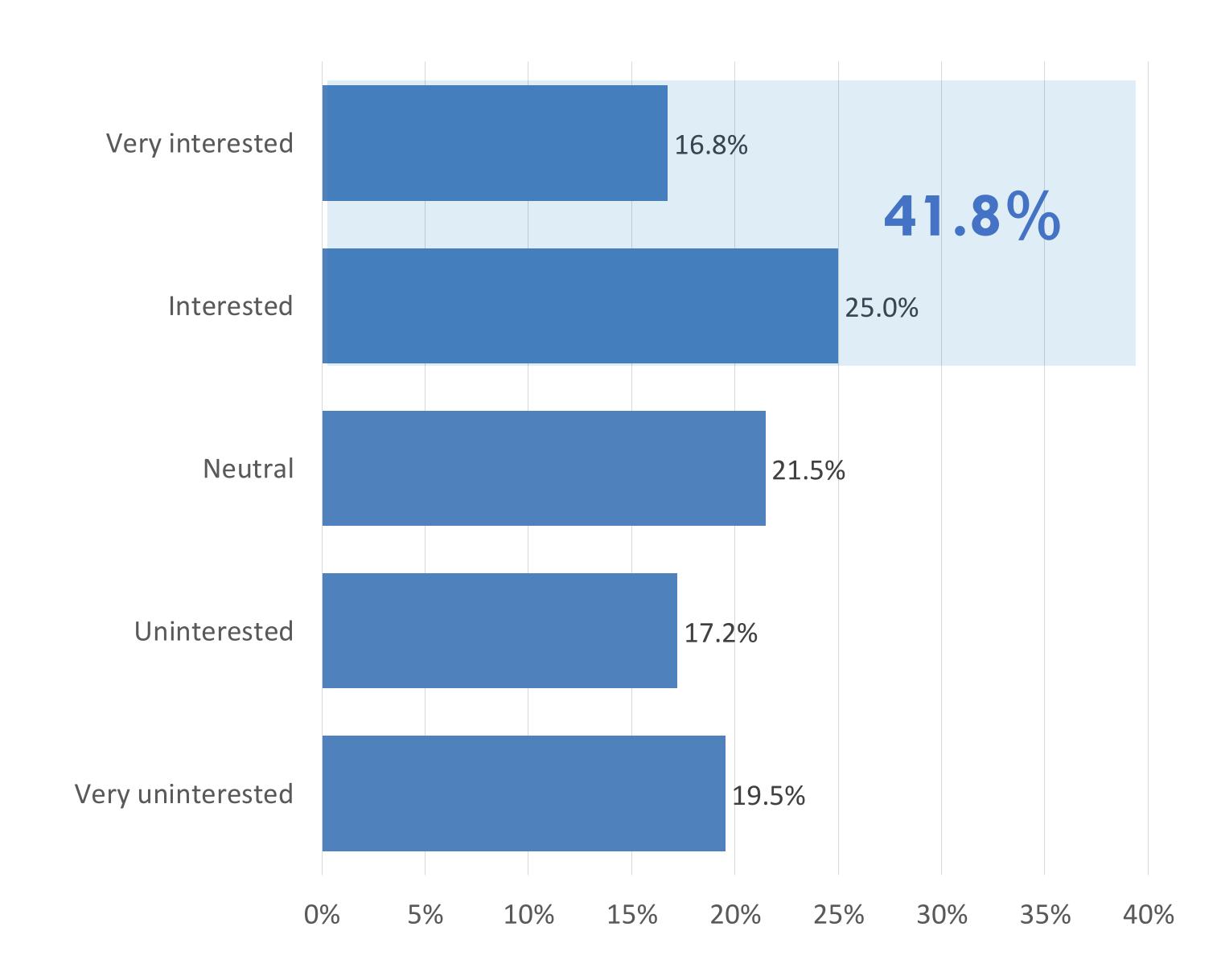
in having a Virtual Disney World

Experience? (Select one)

By Generation

(Top 2 Box Score)











THE METAVERSE

51.49%

of travelers say they had heard of the metaverse before taking the survey.



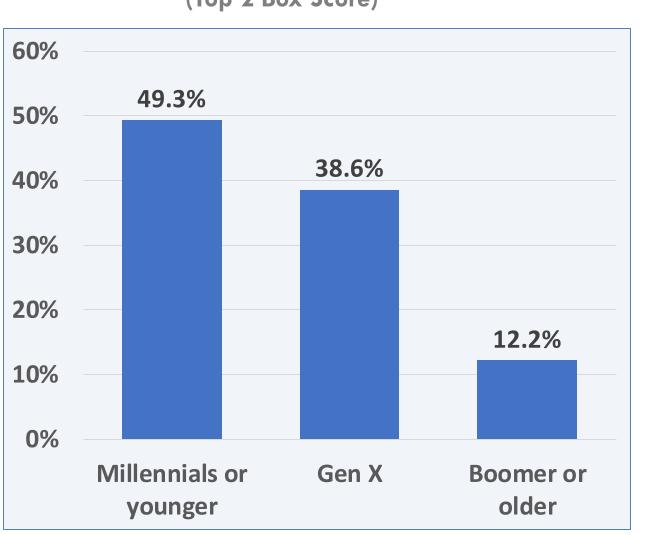


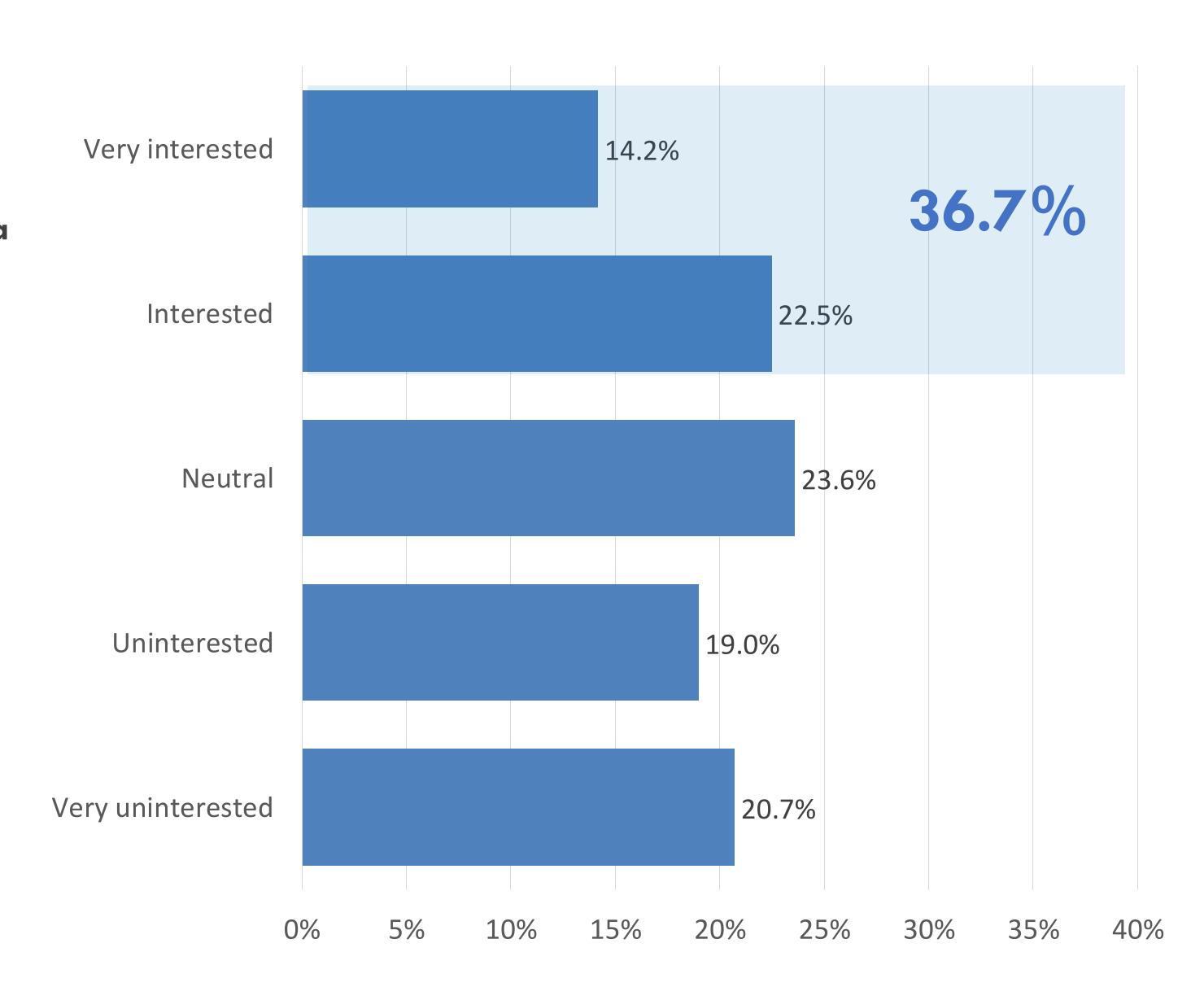
THE METAVERSE: INTEREST

Question: Assume the metaverse includes good spaces for virtually experiencing travel and destinations. How interested would you be in having experiences in the metaverse as a way to get travel inspiration or plan your trips? (Select one) by Report Banner

By Generation

(Top 2 Box Score)

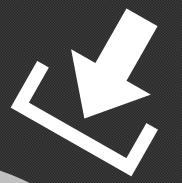








TIKTOK BY THE NUMBERS



I billion+

videos watched every day

I billion

monthly active users

9

138 million+

monthly active U.S. users

I

most downloaded app in the world in 2022





Over 90%

of users use the app daily



52 minutes

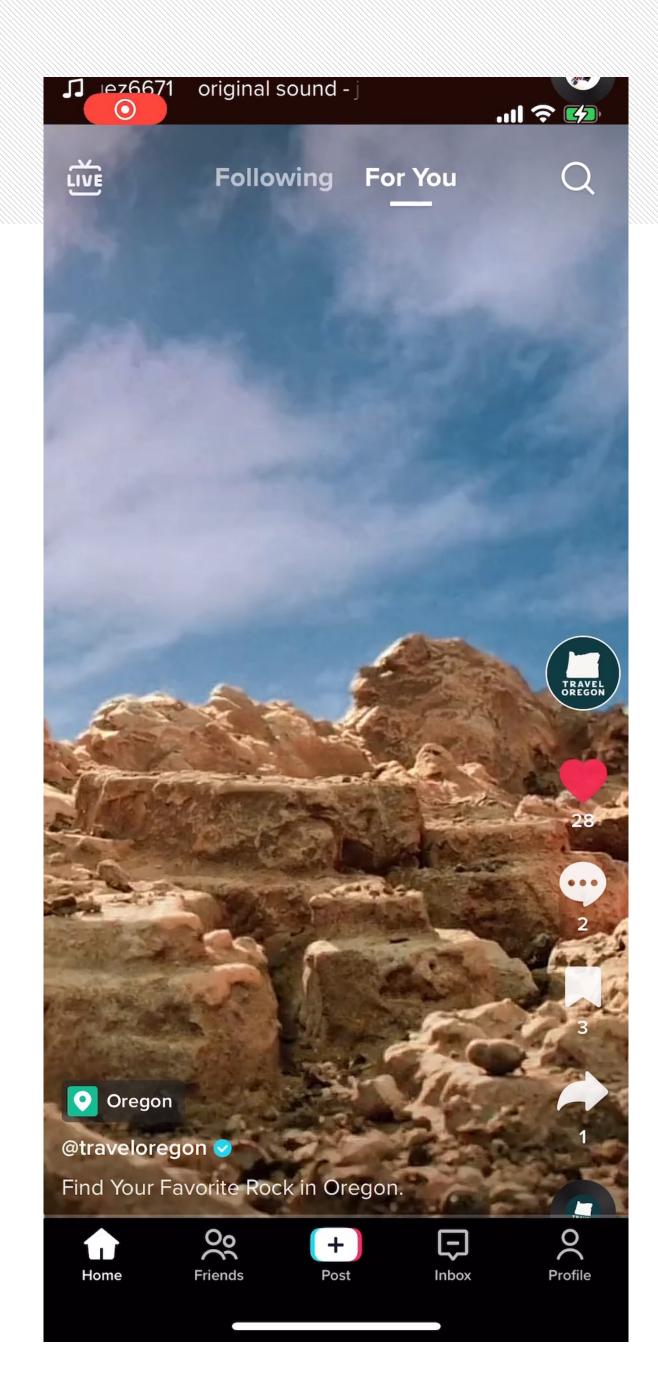
average daily time on app





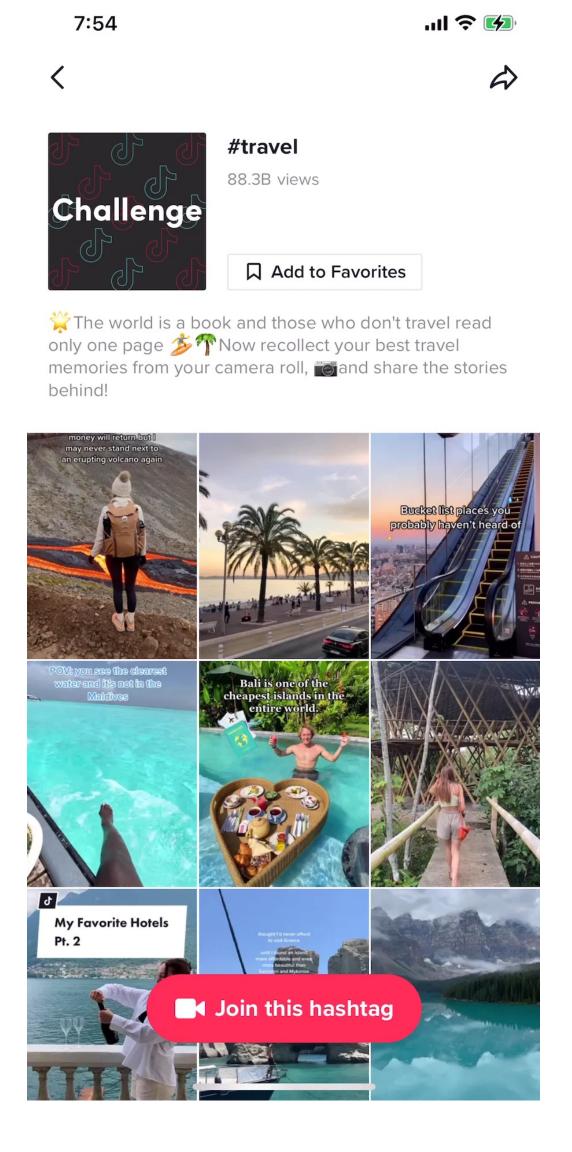
FOR YOU PAGE

The most important part of TikTok.

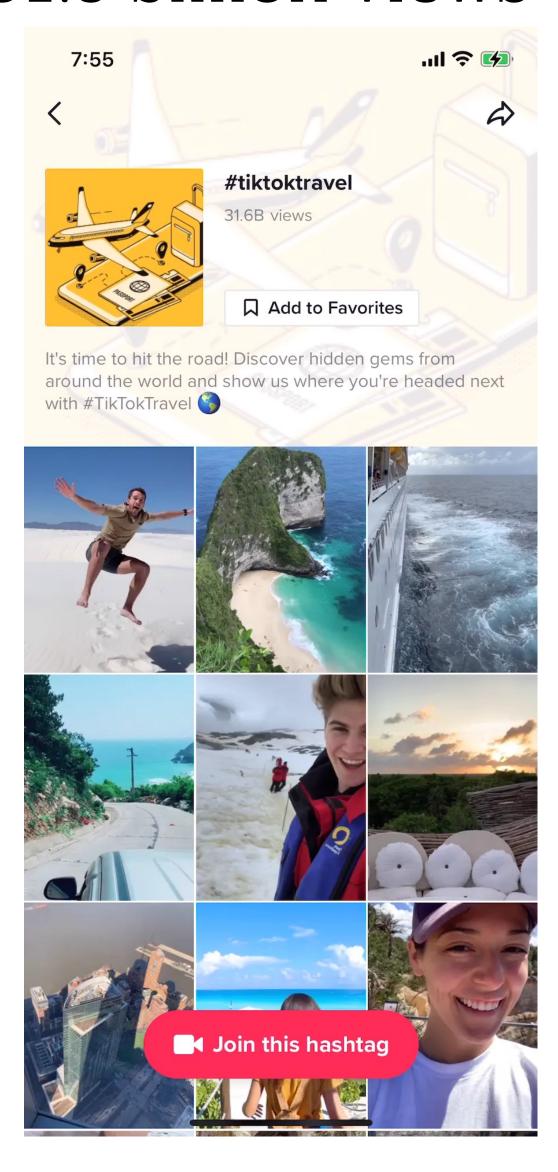


TikTok Opportunity

#Travel 83.3 billion views



#TikTokTravel 31.6 billion views



THE ACCOUNT TYPES & ADS

ACCOUNT BREAKDOWN

Personal/Creator

- Analytics
- Website link on profile
- Access to all music

A note about music:

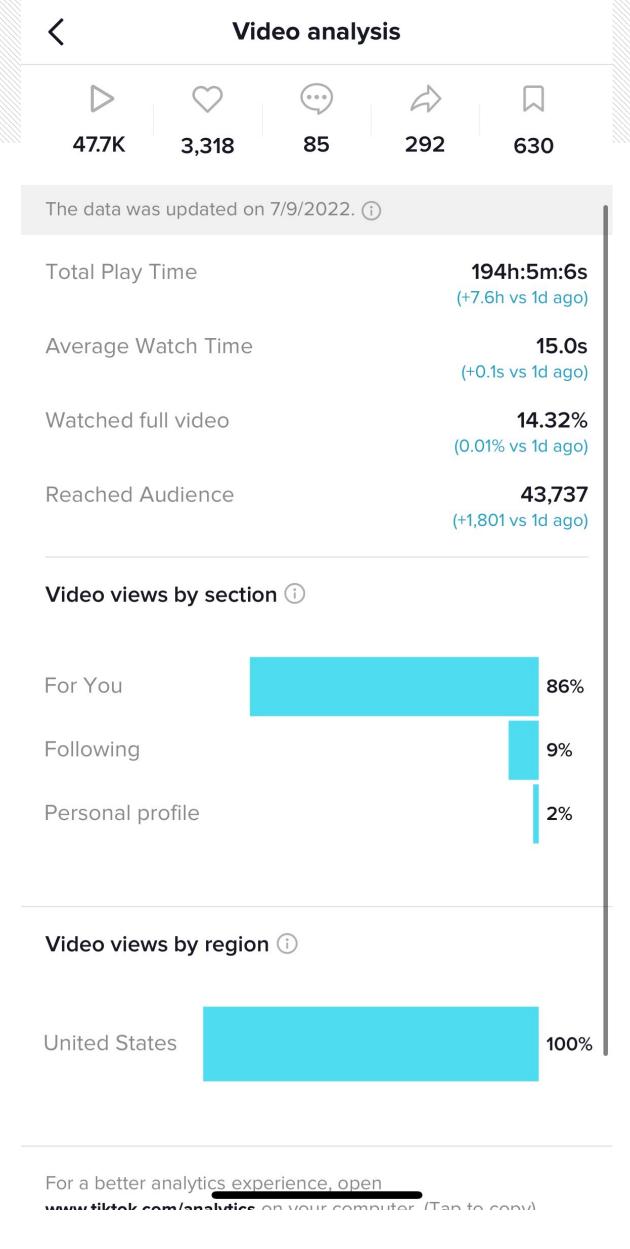
If you are going to promote an organic video to an ad, you must use commercial/free music. You need permission from the creator (ie., Olivia Rodrigo) to use their music in an ad.

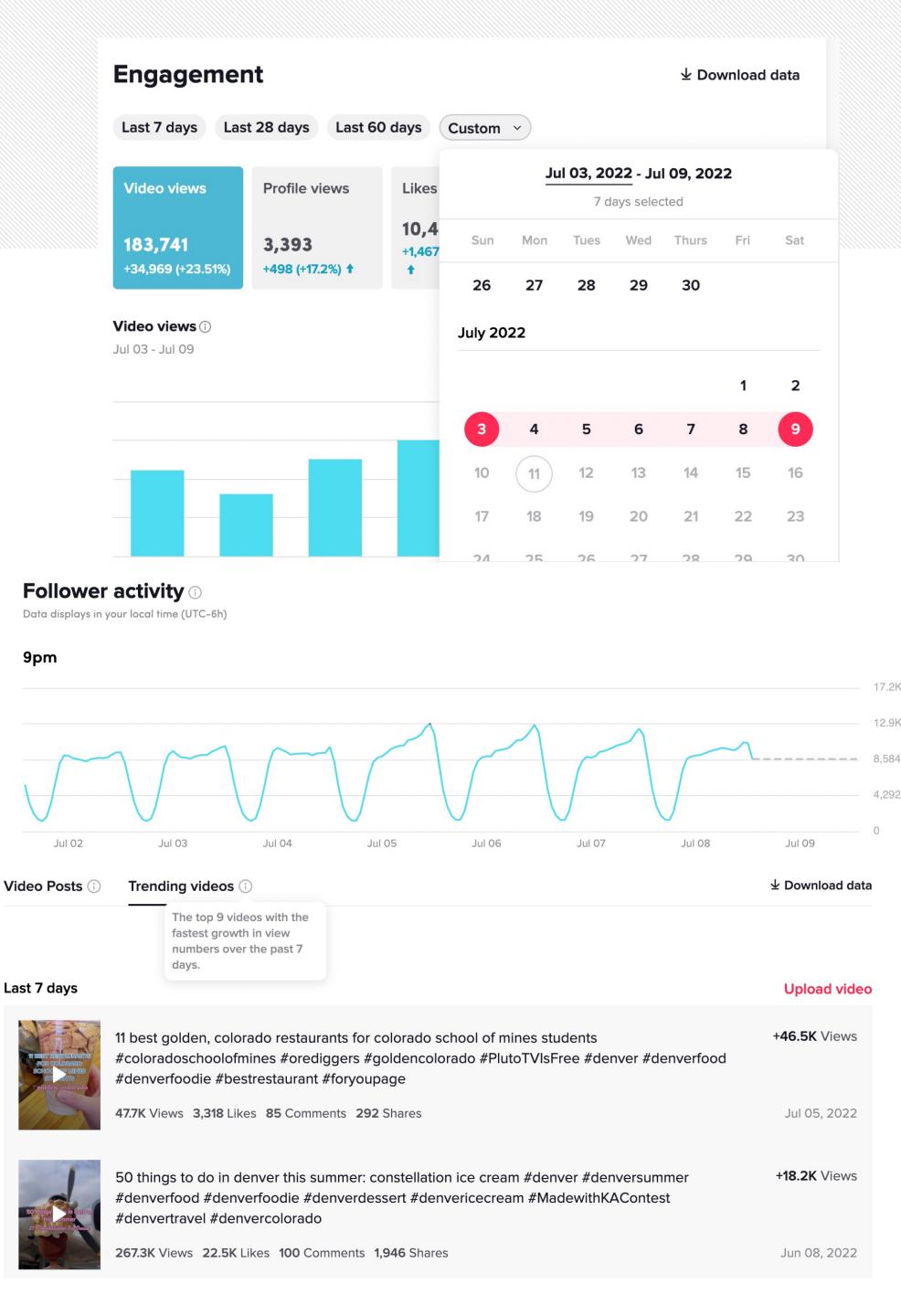
Business

- Analytics
- Displays email address & website on profile
- Helps with running ads
- Post scheduler (10 days in advance)
- Commercial music library

ANALYTICS

- TikTok Analytics for personal & business accounts
- Overview, followers & content performance
- Test & optimize



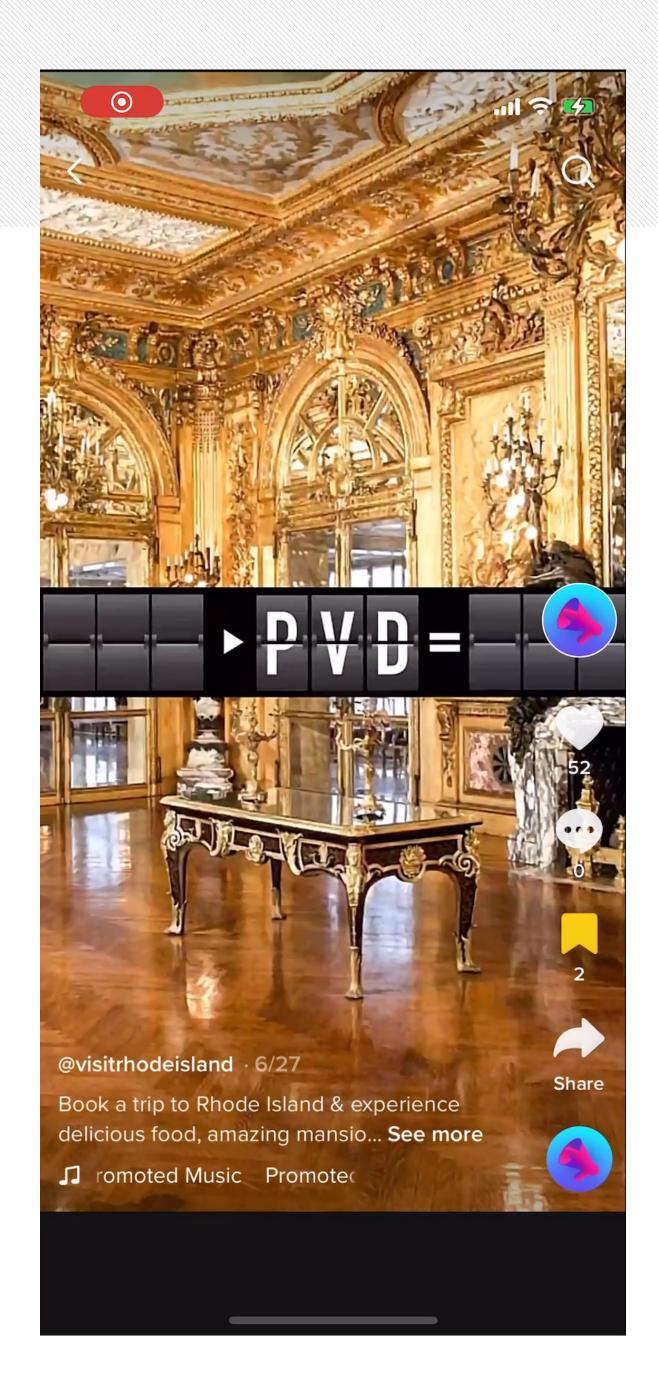


ADS

- Need a TikTok advertising account
- Customize your target audience with gender, age, location and interests

Types of Ads

- TopView: appears when users open the app
- In-Feed Ads: appears in the native For You Page
- Branded Hashtag Challenge: sparks trends & movements
- Branded Effects: customizable games, stickers, filters and special effects

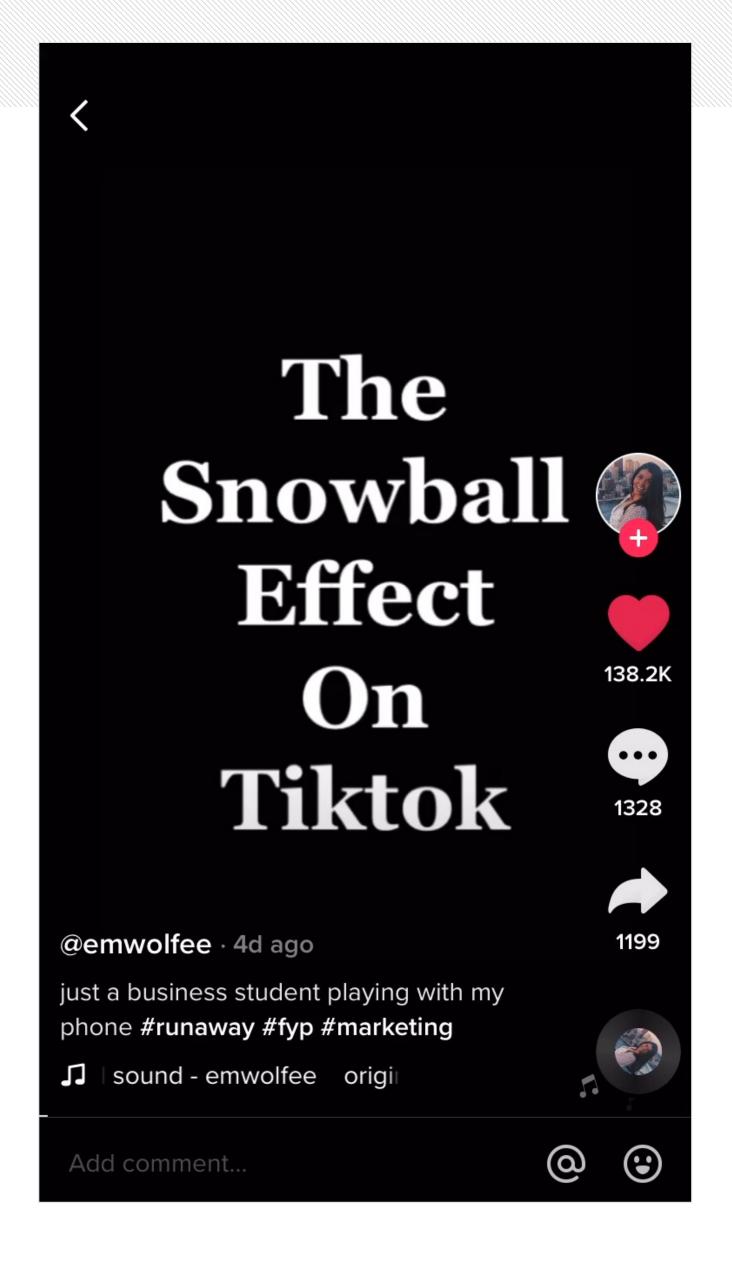




ALGORITHM BEST PRACTICES

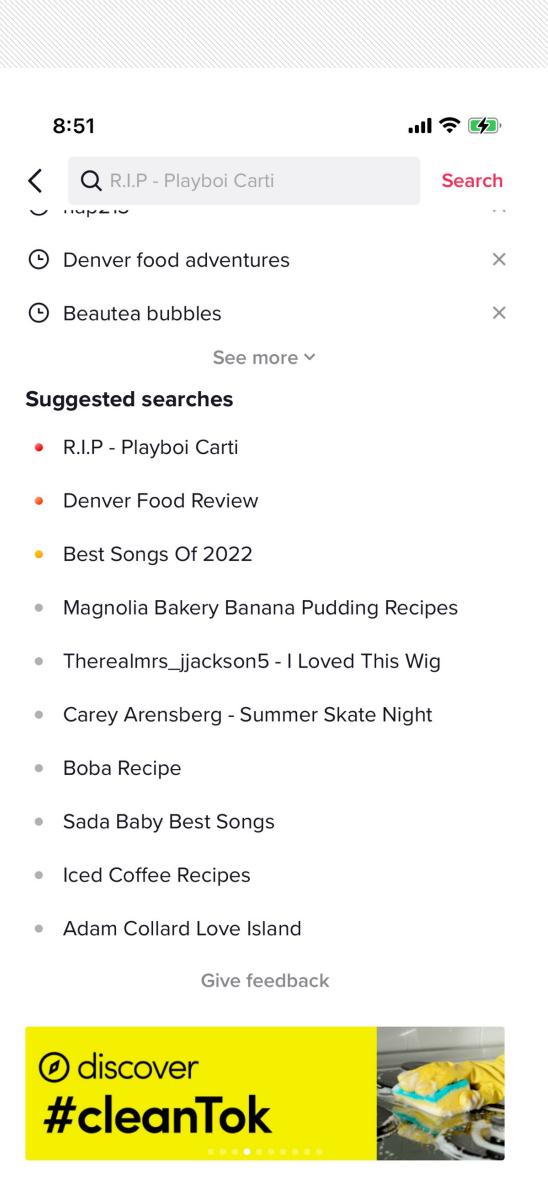
SNOWBALL EFFECT

A successful trend can take control of the algorithm for weeks, even months.

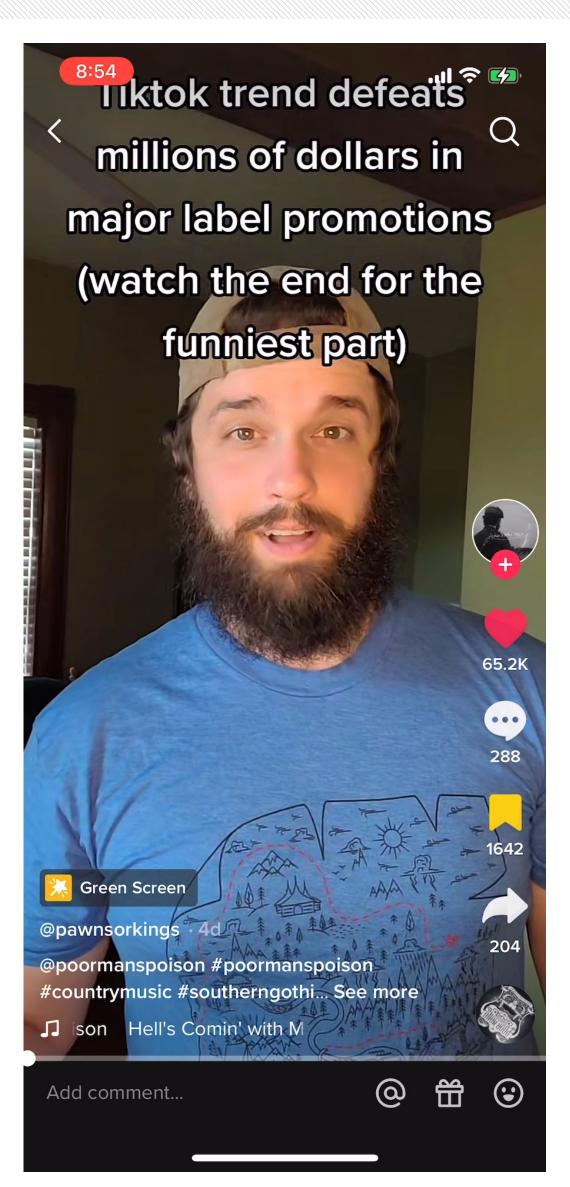


HASHTAGS & MUSIC

- You must use hashtags when posting your content.
 - In the caption, 300character limit
- Half should be things that apply
 - #travel #visitcolorado #coloradohikes
- Half should be trending hasthags
 - #summer #nailart #cleantok

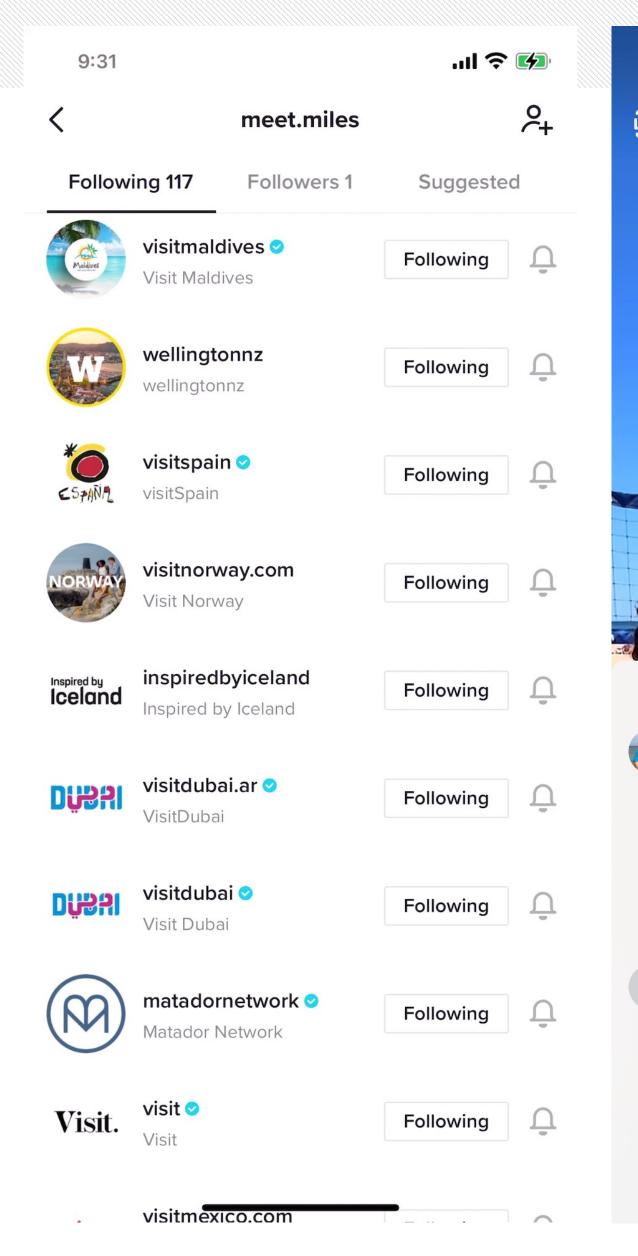


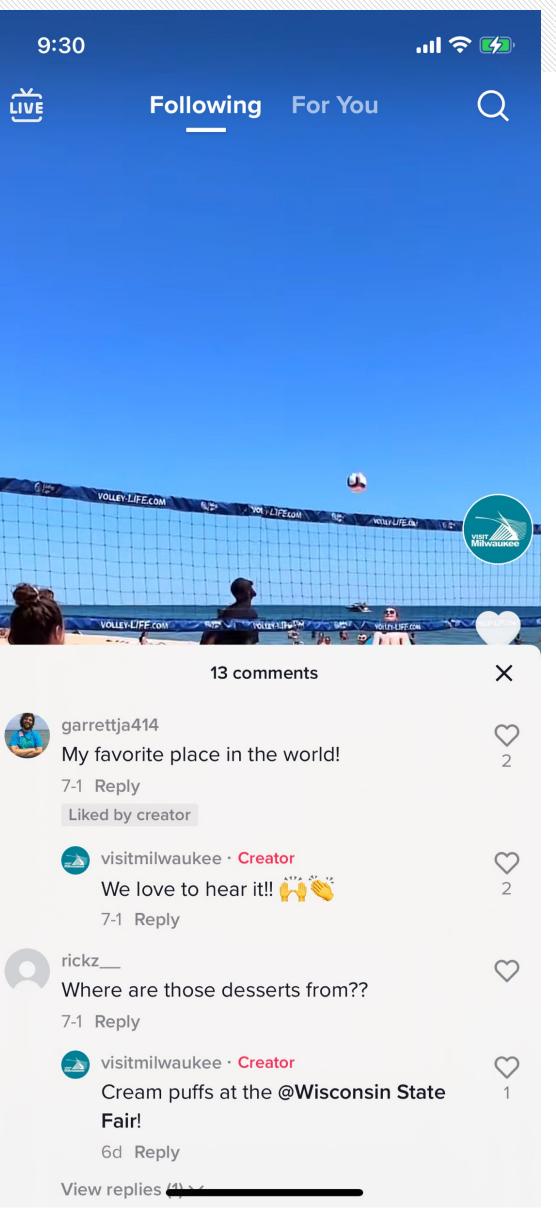
- Organic content should use TikTok Viral playlist.
- Pay attention to the trending sounds as well.

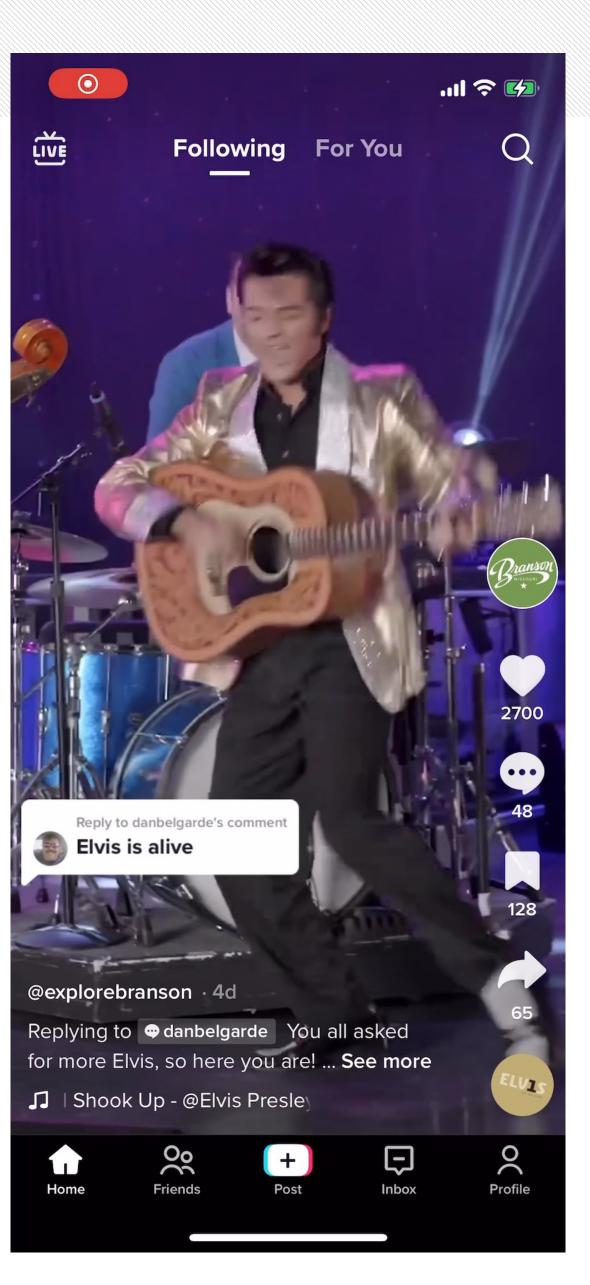


ENGAGEMENT

- Follow other accounts
- Comment back
- Reply with video feature
- CTAs



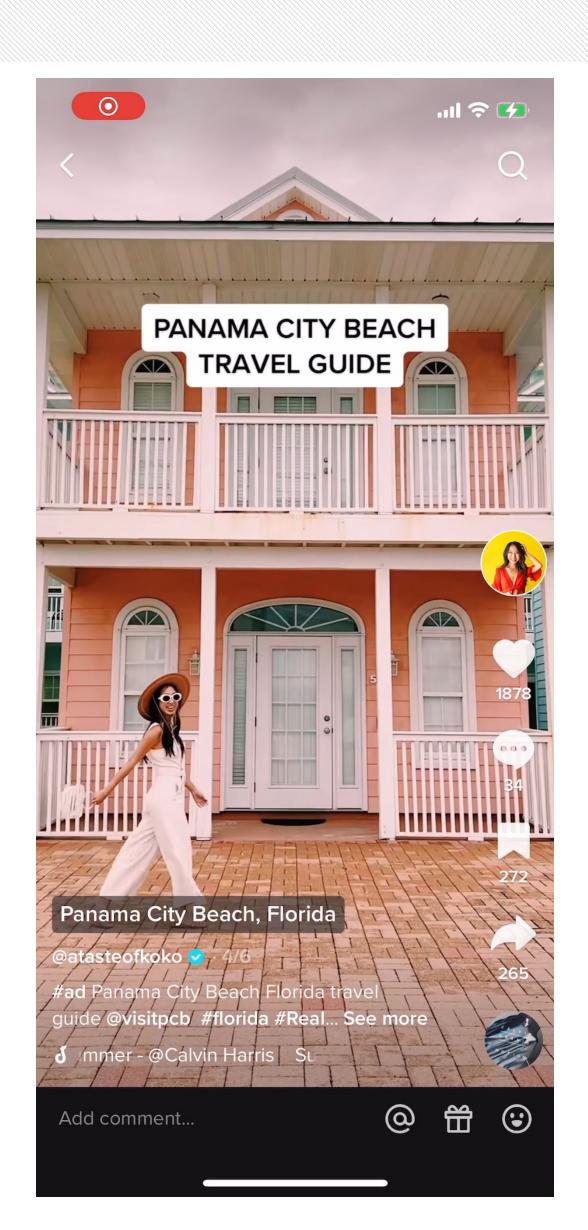


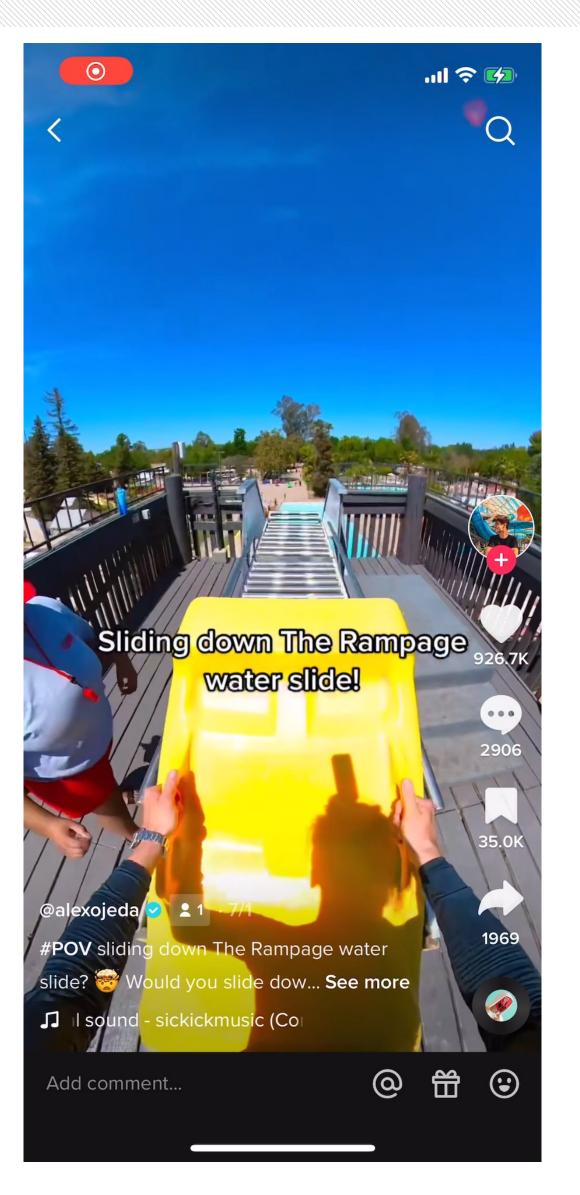


CONTENT BEST PRACTICES

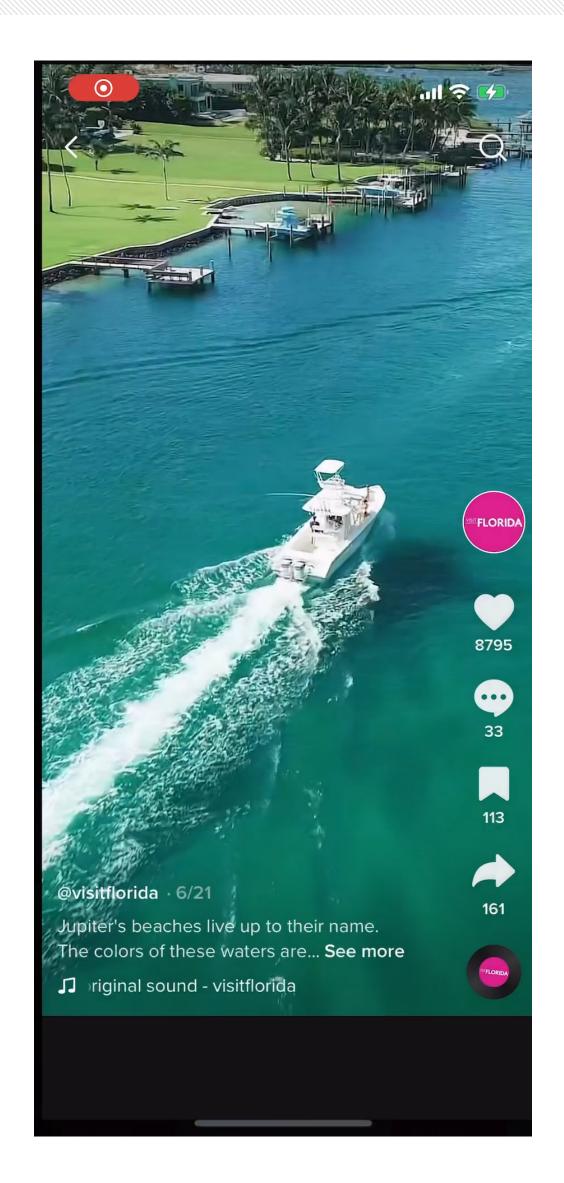
DEVELOP INFLUENCER-CREATED CONTENT

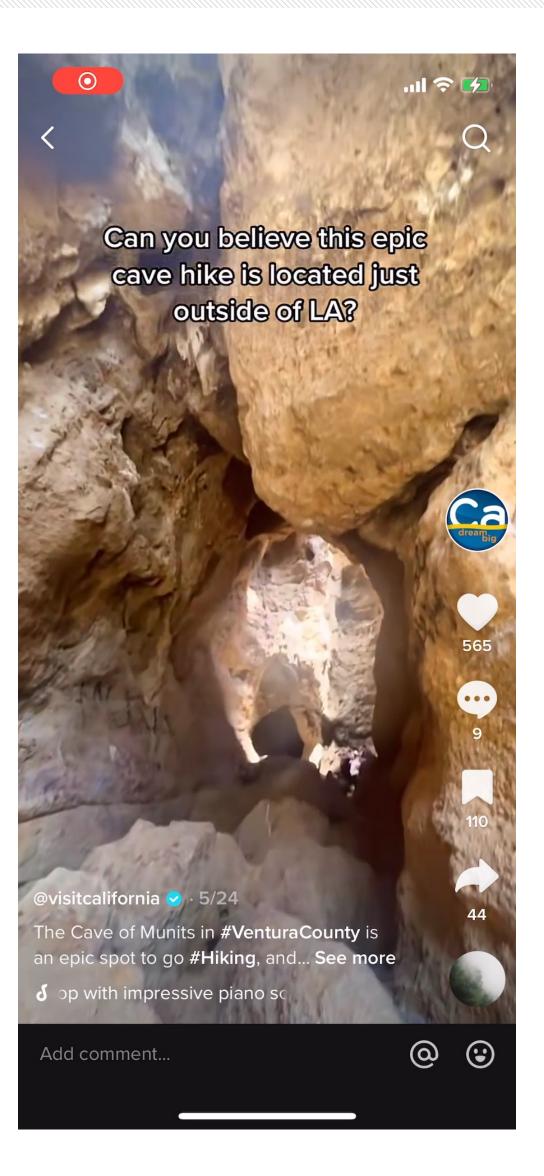
- Influencers help with brand engagement
- TikTok Creator Fund & Marketplace
- Partnership opportunities





CURATE & SHARE UGC





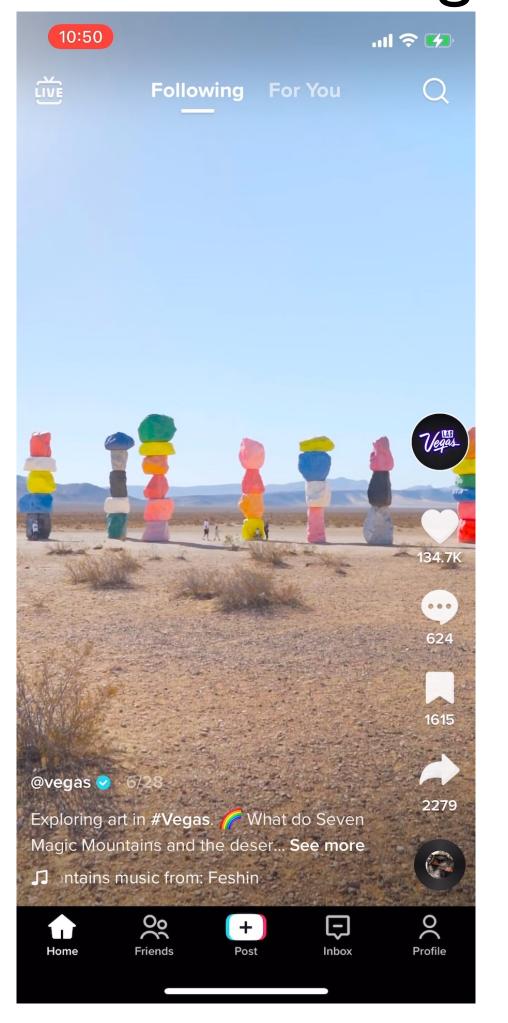
- Authentic content & experiences
- User permission

MONITOR & TEST TOP CONTENT THEMES

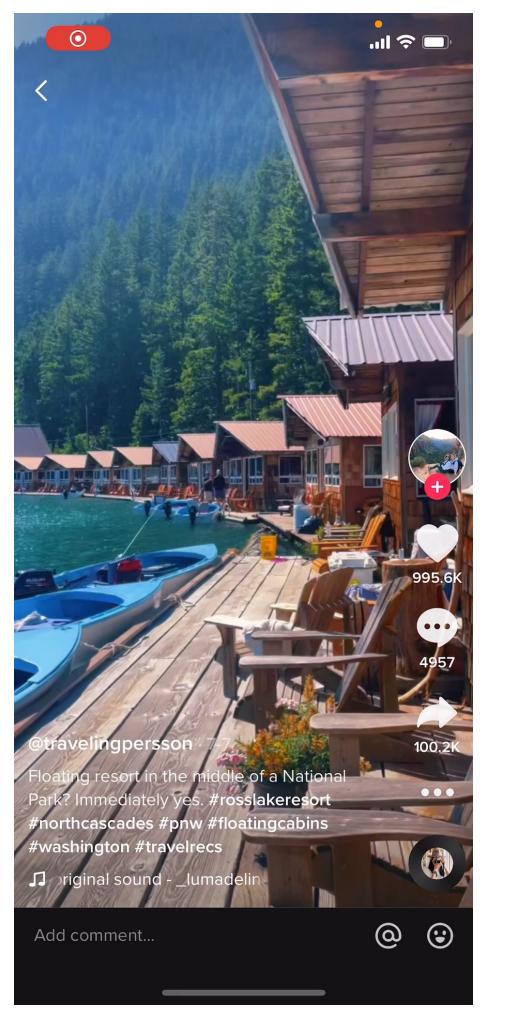
Adventures



Unusual Findings



Hidden Gems

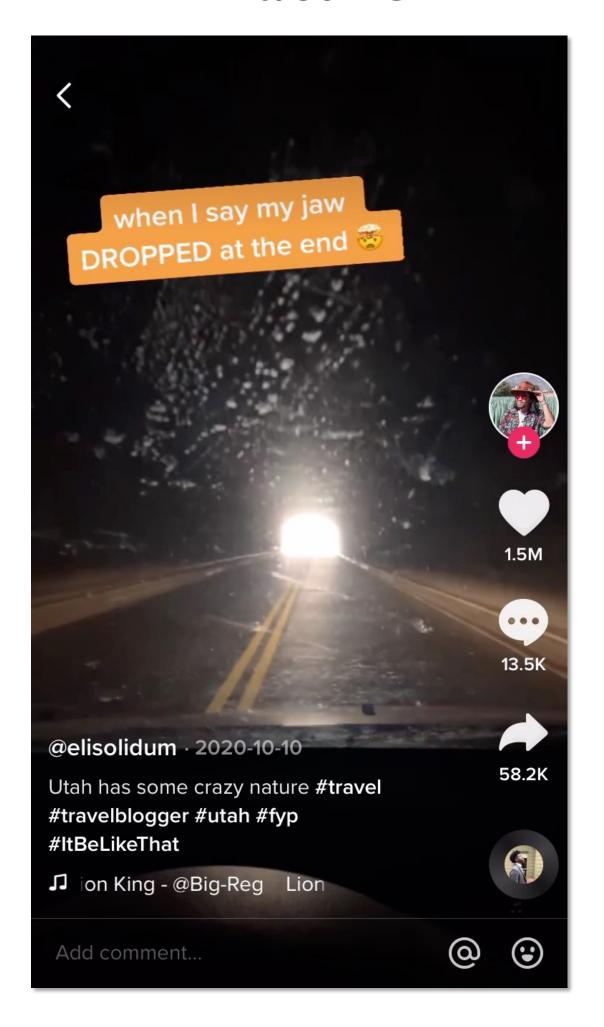


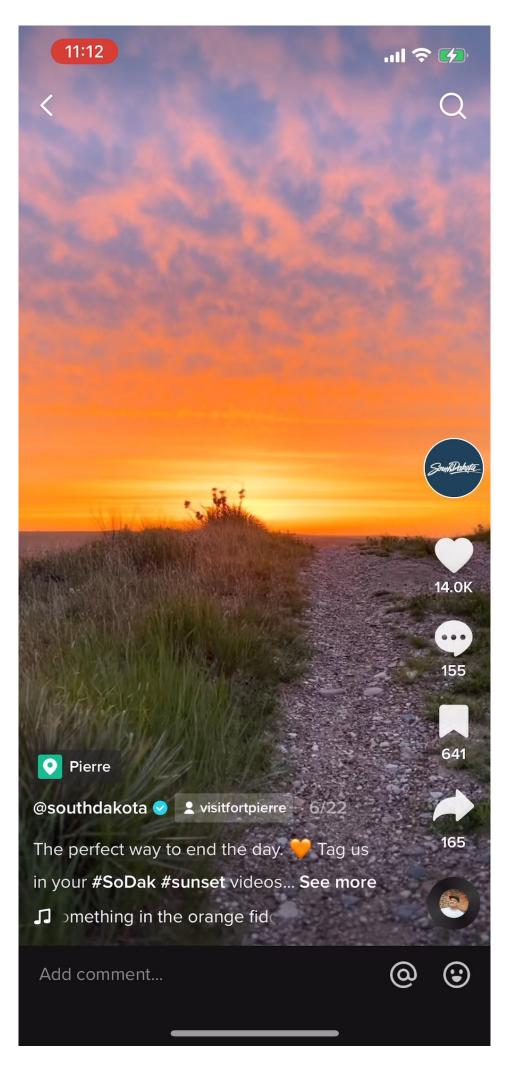
Food



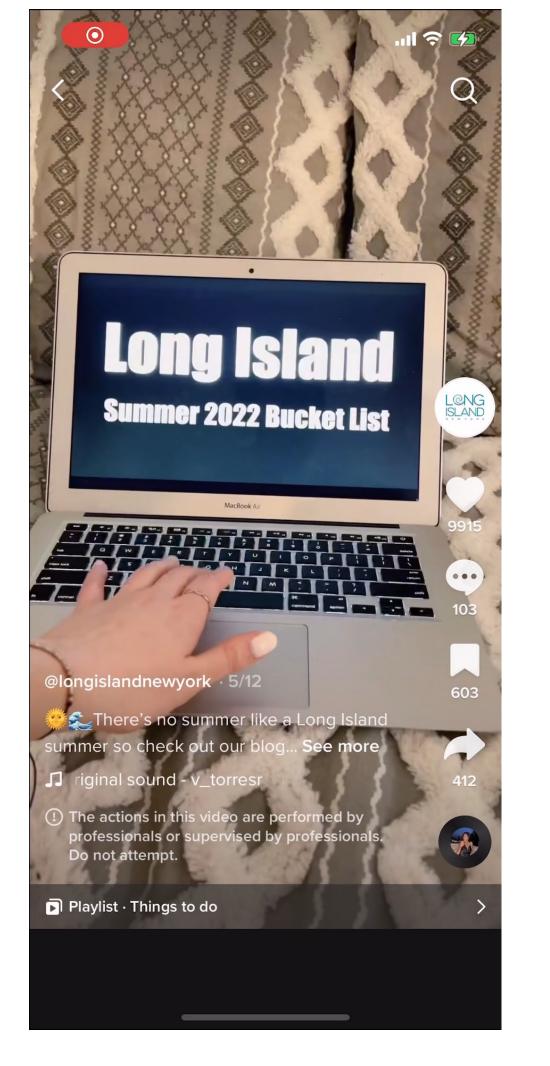
MONITOR & TEST TOP CONTENT THEMES

Nature





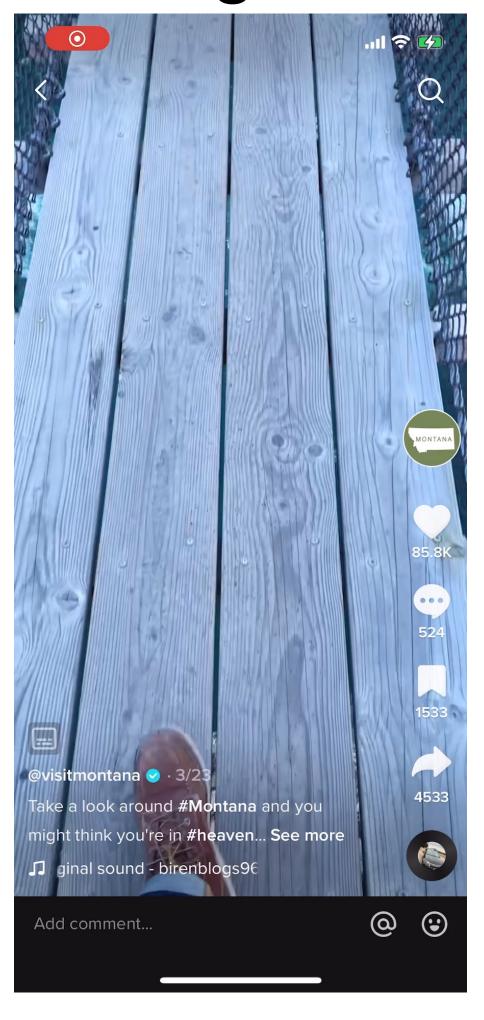
Round Ups





MONITOR & TEST TOP CONTENT THEMES

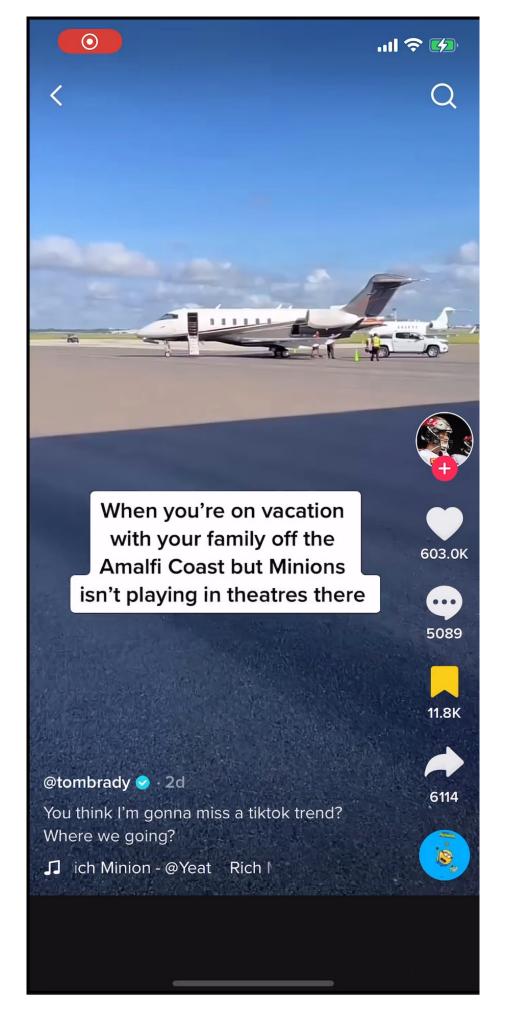
Trending Sounds



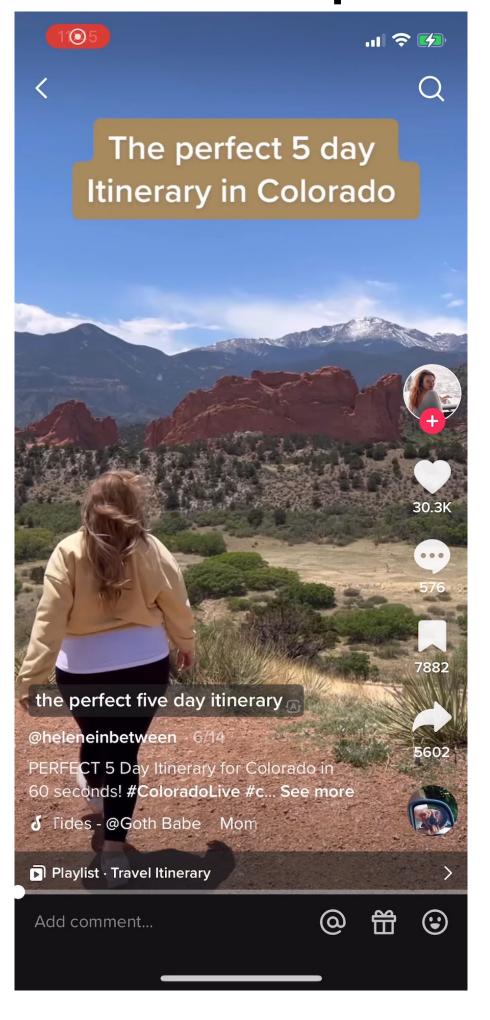
Humor



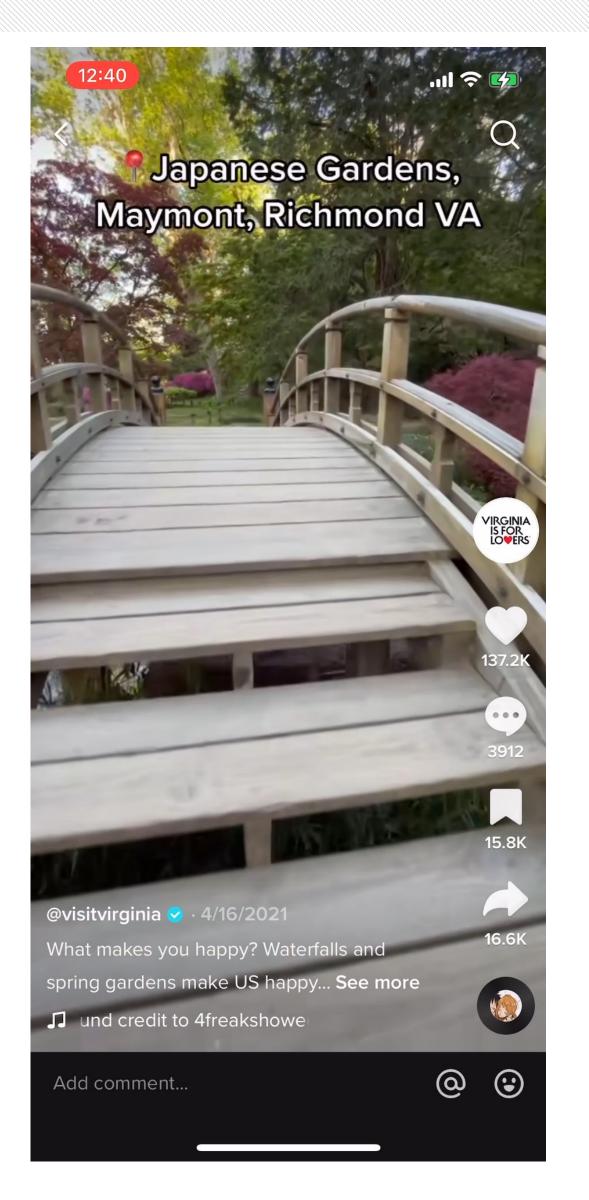
Current Crazes

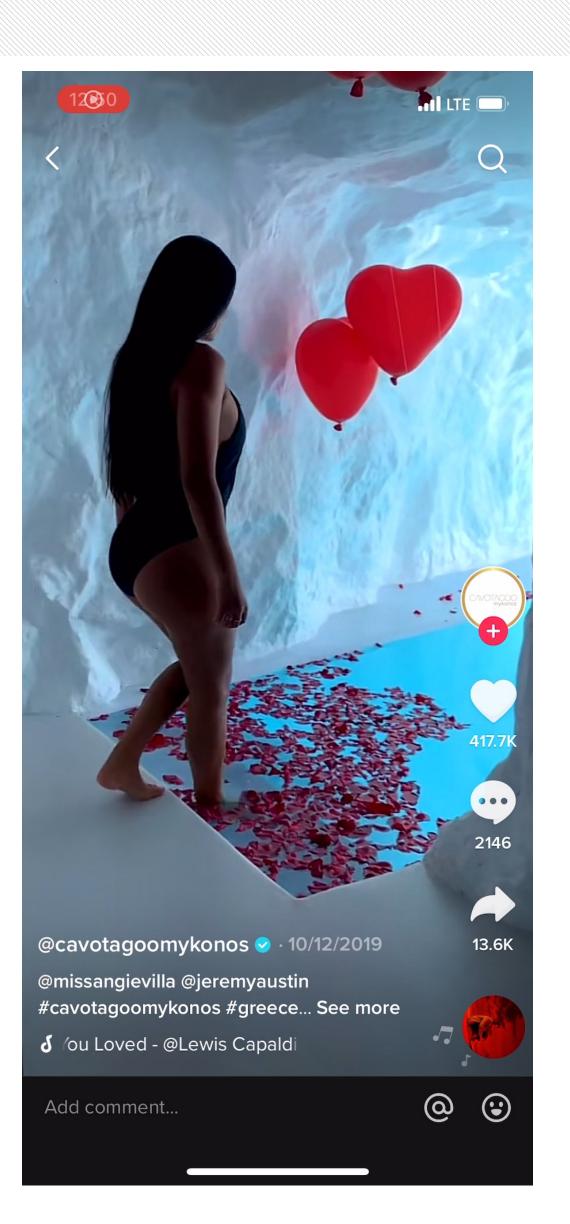


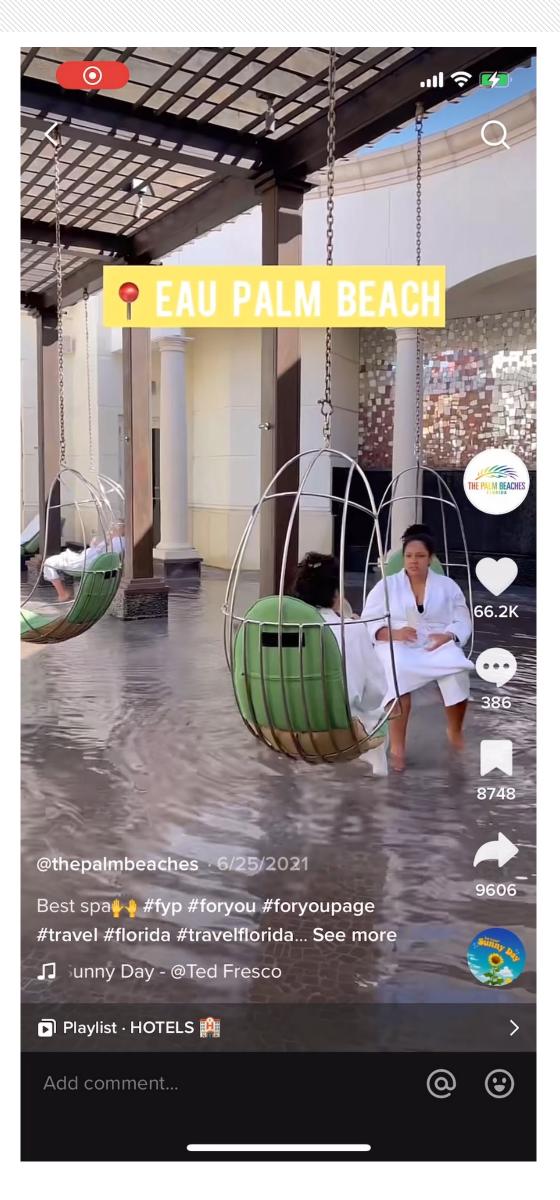
Road Trips

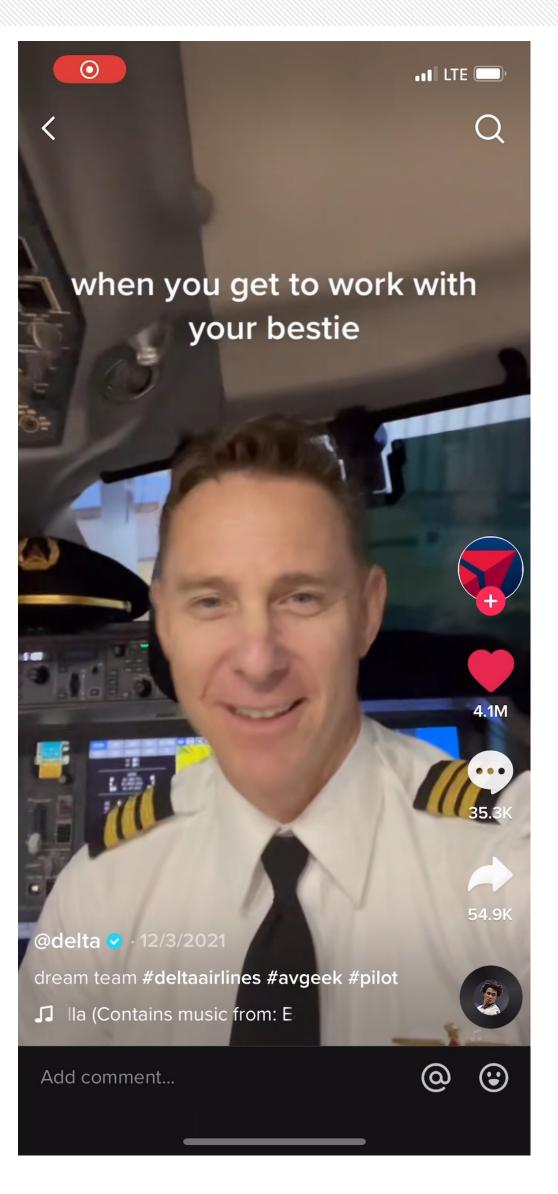


TRAVEL BRANDS WITH STELLAR TIKTOKS

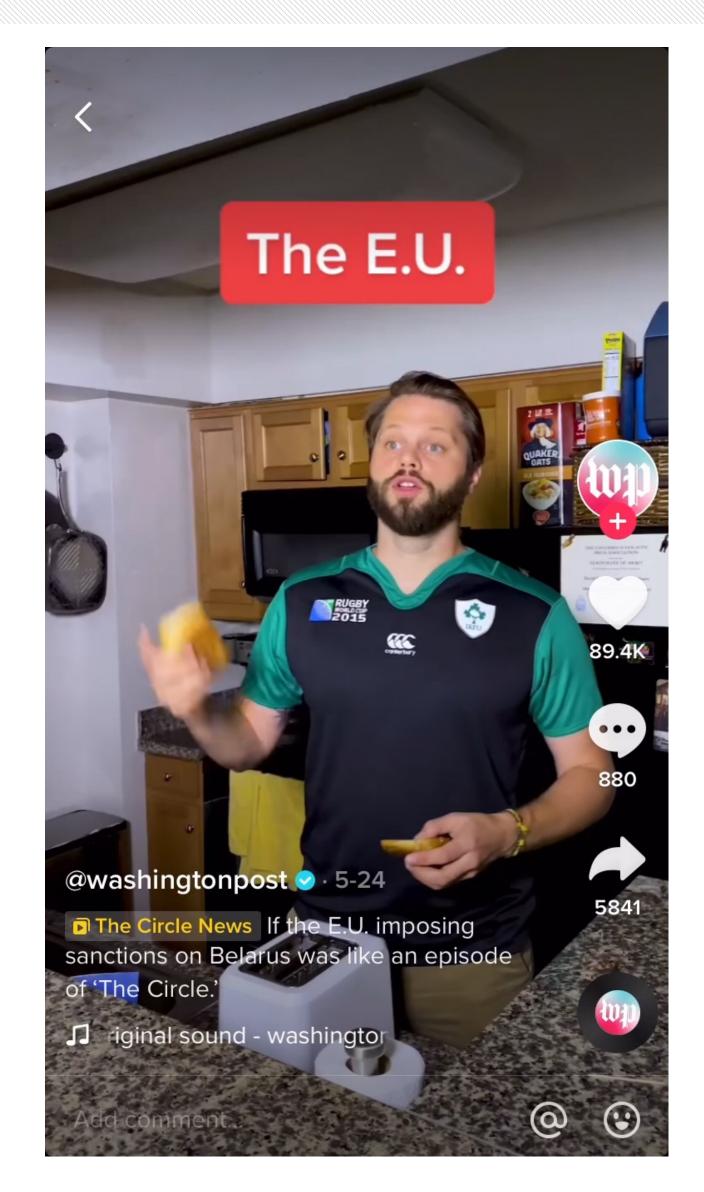


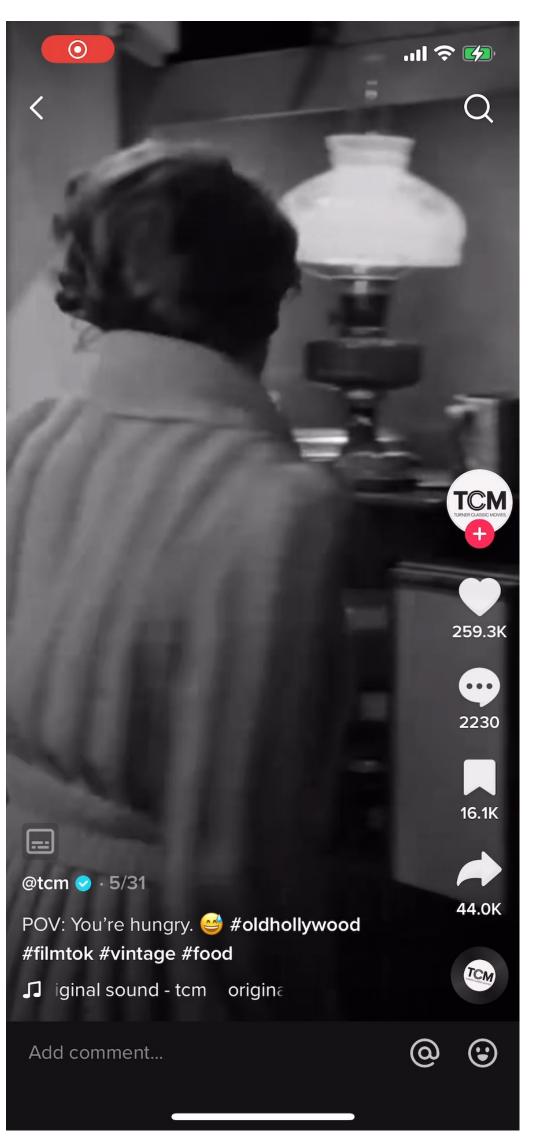


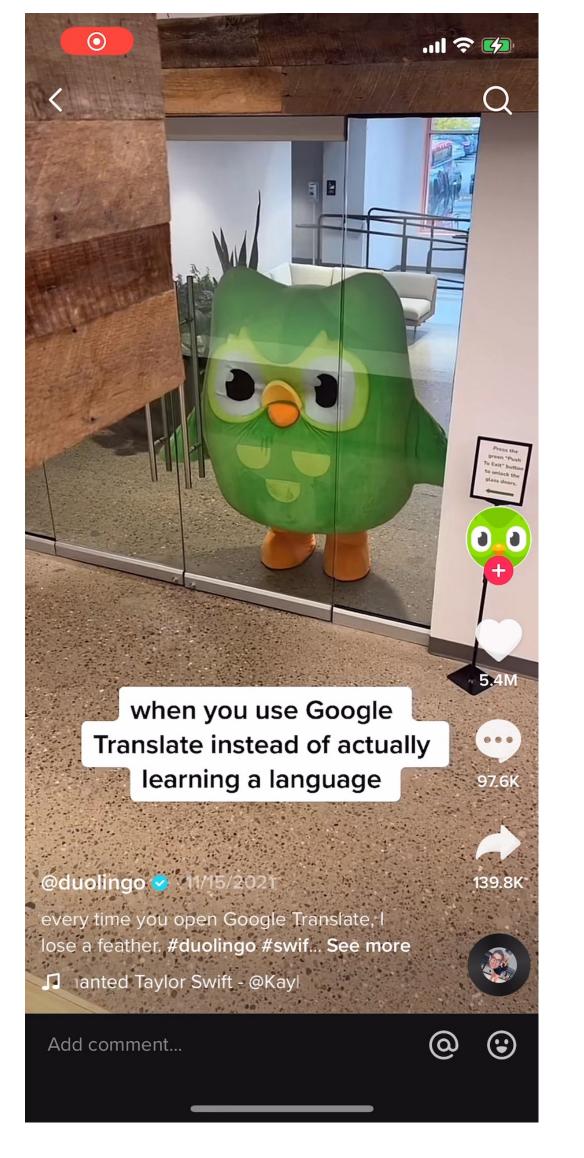




NATIONAL BRANDS WITH STELLAR TIKTOKS







KEY TAKEAWAYS

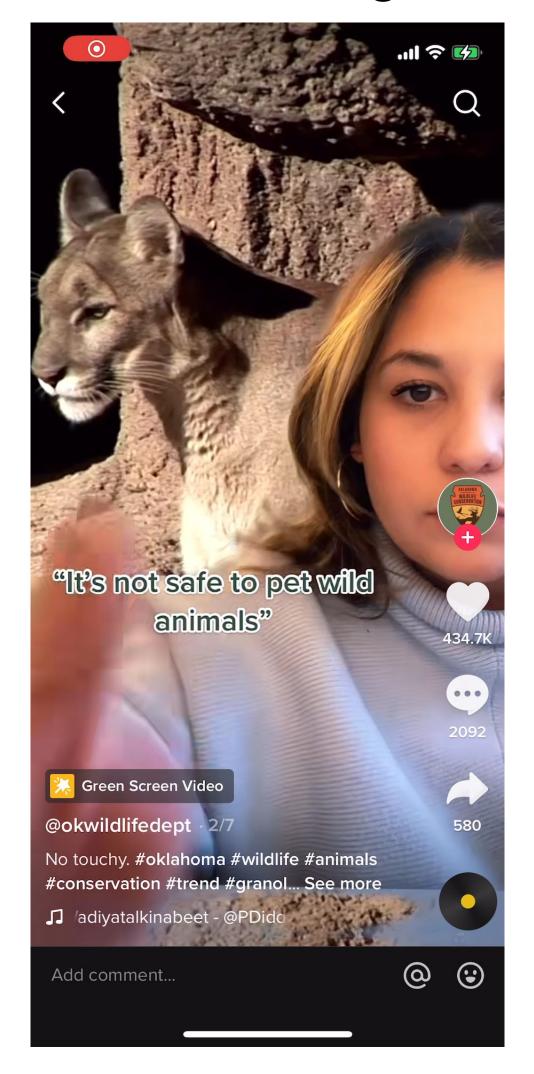
Key takeaways for TikTok

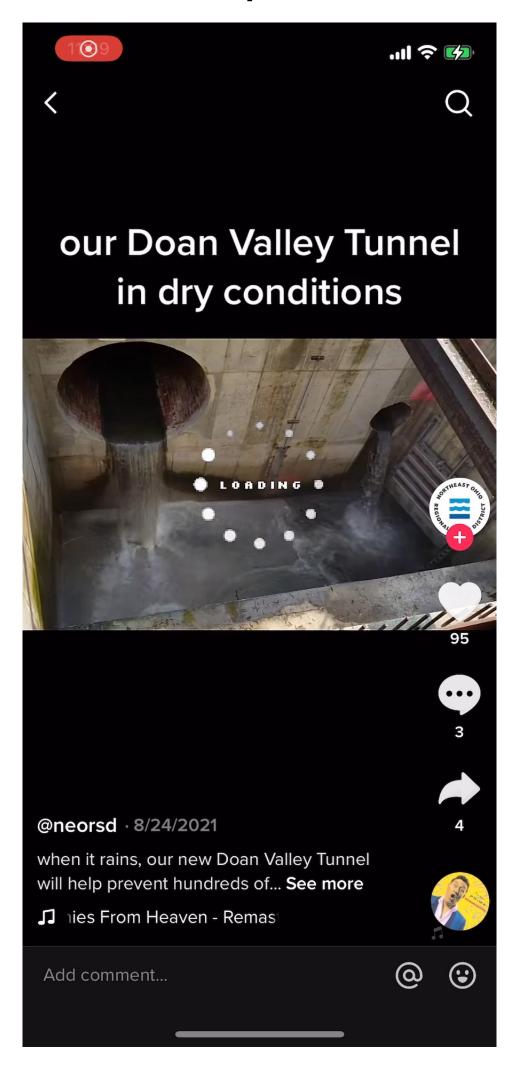
- 1. Spend time on the app & pay attention.
- Plan, plan, plan! But leave room for experimentation.
- 3. Cross promote.



BONUS TAKEAWAY: HAVE FUN!

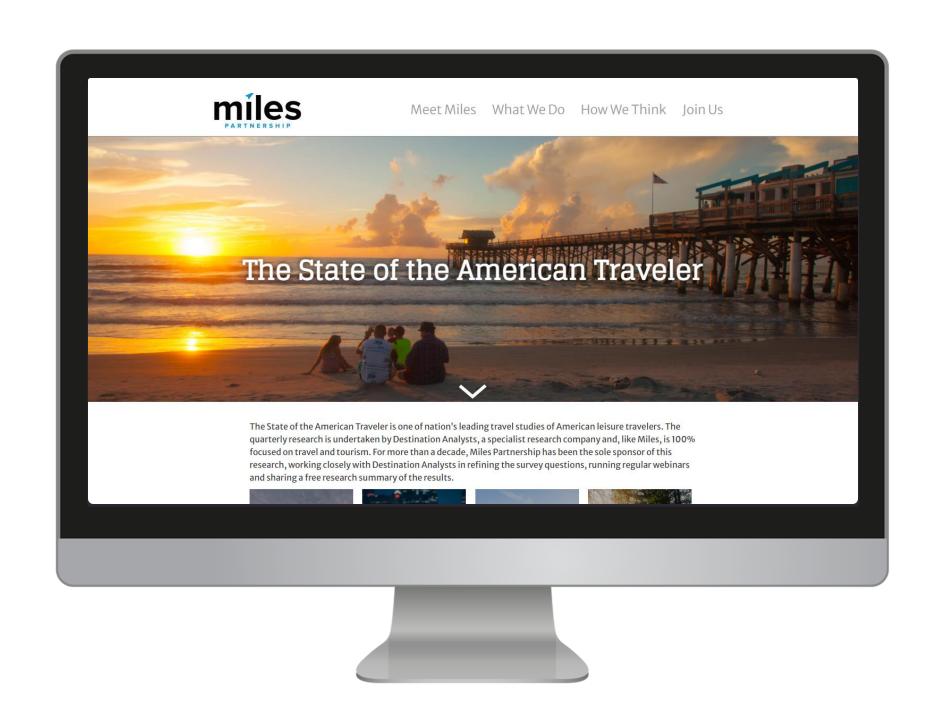
You might be intimidated after watching some of those examples, but we'll leave you with these:





THE STATE OF THE AMERICAN TRAVELER: TECHNOLOGY EDITION

Research, slides and other resources will be available at www.milespartnership.com/SAT www.destinationanalysts.com







See you in Toronto! Destinations International Annual Convention July 19-21



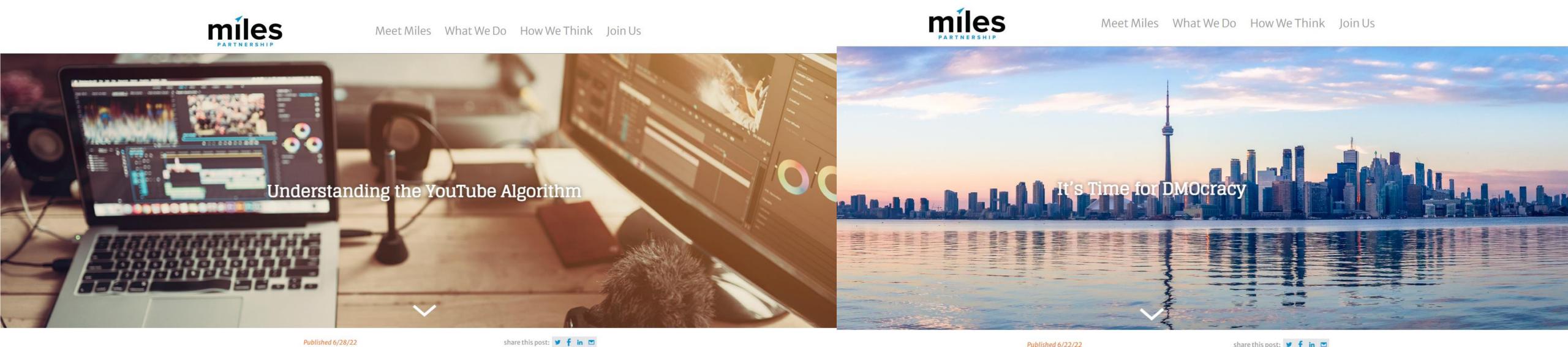
Global All-Stars Mainstage - Netherlands, LA, West Virginia **Break Out Sessions**





On the Miles Blog - www.MilesPartnership.com/blog

- Storytelling through Social-First Content: TikTok
- Three Tips for Approaching Pride LGBTQ+ Marketing
- Understanding the YouTube Algorithm Video Marketing
- Its Time for DMOcracy Global Research on Community Engagement







UPCOMING WEBINAR

DESTINATION MARKETING IN THE METAVERSE

TUESDAY, AUGUST 9, 3PM ET

www.MilesPartnership.com/Metaverse



Q&A MILES Destination Analysts