



Commissioned by:



Economic Impact of Tourism

Folkestone & Hythe - 2023 Results



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## **Introduction**

This report examines the volume and value of tourism and the impact of visitor expenditure on the local economy in 2023 and provides comparative data against the previously published data for 2021, as well as providing headline comparisons against 2019 in order to monitor the recovery following the COVID-19 pandemic.

The Cambridge Model is a constantly evolving product. During the pandemic, all data collection for the key national tourism surveys used in the model ceased. This was followed with a change in the way domestic and overseas tourism statistics were captured. Data collection for domestic tourism moved from two surveys, one for day visits (GBDVS) and one for overnight stays (GBTS) based on face-to-face interviewing, to a new combined online survey, collecting data on both domestic overnight trips as well as domestic day trips. The revised methodology applied to data for 2023 was also applied to previously published data for 2022, the only other comparative full year of new data now available. Please note that while the methodology for national 2021 data may differ due to the pandemic and pauses in data collection, this does not impact the validity of the results and please refer to the 2021 report for additional information and context.

Responding to these changes, we adopted a hybrid data approach with a two-stage evaluation process. First, the Cambridge Model disaggregates regional tourism data into sub-regional areas, using a top-down approach. It then pairs this with bottom-up initiatives, including contextual and sector-specific data from third-party sources and detailed destination-level business performance data captured by or on behalf of our destination partners.

This evolving methodology has been pivotal in our ability to produce a dynamic and reliable picture of tourism trends throughout the pandemic years and beyond. It also ensures that our results are as timely, accurate, consistent, and comparable as they can be. Some examples of additional data sources introduced in the last 5 years are:

- Attractions data - ALVA (Association of Leading Visitor Attractions)
- Short-term rental stock and occupancy - Lighthouse / AirDNA
- Local serviced accommodation data
- Tourism business counts - Inter Departmental Business Register (IDBR)
- UK inflation data - Consumer Prices Index (CPI, CPIH), Retail Prices Index (RPI)
- UK economy forecasts - Office for Budget Responsibility: Economic and fiscal outlook
- Footfall data (town centres, large retail outlets and car parks).

## **Domestic Tourism**

### **Overnights visits**

The revised 2023 data shows a decline in overnight trips by 5% compared to 2022 for Britain and England (2022 was generally viewed as a particularly good post pandemic year for domestic tourism). The total overnight trip spend was down 2% for Britain and 3% for England. When taking inflation into account, the total overnight trip spend for both England and Britain was down 9%, compared to 2022.

The South East of England registered 15.2 million domestic overnight trips during 2023 (down 5% from 16.0 million trips in 2022). These trips contributed a total of £3.56 billion in spend (up 2% from £3.49 billion in 2022 but down 5% in real terms, accounting for inflation).

### Accommodation occupancy

#### South East – Serviced Accommodation Room Occupancy

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
2019	63%	72%	72%	74%	78%	81%	84%	79%	81%	80%	75%	67%	76%
2022	55%	70%	74%	76%	76%	82%	85%	81%	83%	80%	79%	73%	76%
2023	69%	77%	78%	80%	81%	83%	84%	81%	84%	80%	76%	71%	79%

It is possible that hotel occupancy measures overstate trips compared to previous years because of ongoing workforce shortages. Hospitality businesses' coping strategies for workforce shortages included closing on certain days or reducing the number of rooms available. This means that the number of rooms occupied could be lower while the occupancy rate was the same, due to fewer available rooms.

#### South East – Self Catering Unit Occupancy

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
2019	47%	49%	48%	55%	57%	59%	64%	66%	55%	52%	47%	50%	54%
2023	43%	47%	45%	52%	51%	53%	58%	58%	51%	46%	42%	47%	49%

Short-term holiday rentals experienced a surge since the pandemic. However, the sector is now feeling the effects of the cost-of-living crisis, and an increasing oversupply of holiday lets. According to AirDNA, new listings for homes in the UK jumped 22% year-on-year in 2023.

The average occupancy for short-term rental properties in Kent stood at 52% compared to 55% in 2022. The number of available listings during 2023 increased by 12%, compared to 2022.

### Day visits

#### Visits to visitor attractions

Visitor Attraction Trends in England 2023 report (Visit England, July 2024) shows that admissions volume for participating attractions in 2023 were 11% up (196.14m) on 2022 (176.87m), but 28% down on 2019 (273.75m). The sector's growth was mainly fuelled by the return of overseas visitors and an increase in school trips in 2023.

There was an 8% increase in 2023 admission fees but was not sufficient to absorb the rising supplier and energy costs, a general decline in staycations and the wet weather.

Overall, visitors to ALVA's top 374 sites (Association of Leading Visitor Attractions) were up 19% year-on-year in 2023 to 146.6 million as the sector continues its climb back to pre-pandemic levels. Overall, current numbers are 11% down on 2019.

The South East experienced a 4% year-on-year raise in admissions in 2023, based on the volume of visits to the same attractions. The region is still recovering from the pandemic with admissions being 12% down, based on the volume of visits to the same attractions in 2019.

The total number of visits to ALVA (Association of Leading Visitor Attractions) sites in the South East of England in 2023 was 8% up on the previous year. The 2023 figures still represented a decline of 5% in the volume of visits to the same attractions in 2019.

Visit Kent's Annual Business Barometer for 2023 shows that visitor attractions in the county saw an increase of 7.1% in footfall compared to 2022.

The report also shows that visitor information centres (VICs) across Kent experienced a 22% increase in footfall in 2023 compared to 2022.

### **Overseas tourism**

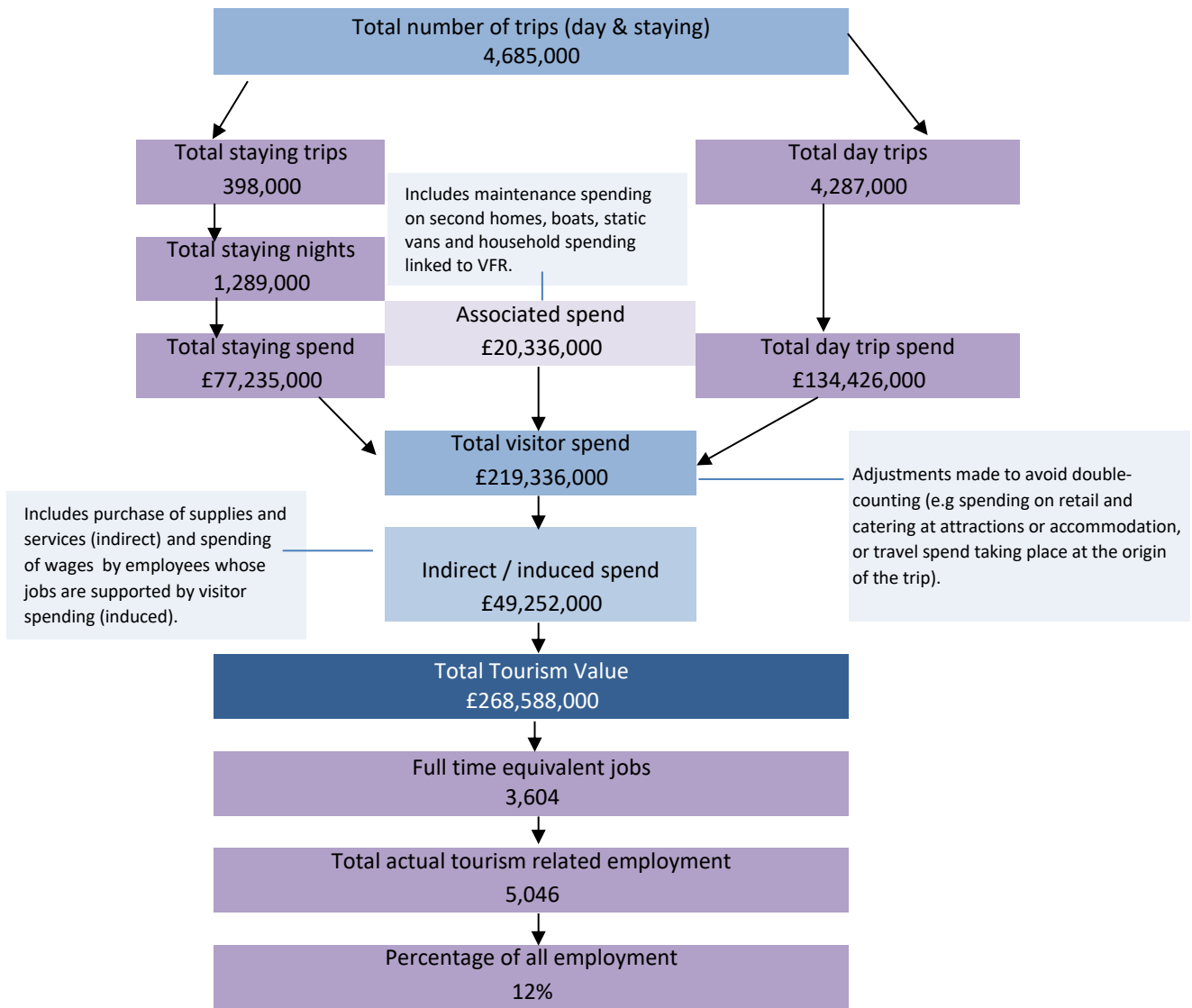
Visitor numbers: Official data from the Office for National Statistics (ONS) showed that there were 38.0 million overseas tourists visiting the UK last year (up 21% vs 2022). Overall, 292.9m nights were spent in the UK in 2023, up 1% vs 2019 and up 11% vs 2022.

Visitor spending: In nominal terms, spend has been setting records, although not in real terms i.e. adjusting for inflation. Spend per visit has been almost tracking inflation, therefore the total value of spend has been almost tracking the volume of visits in real terms i.e. adjusting for inflation. Inbound visitors spent a record £31.1bn during 2023, up 17% vs 2022. Taking inflation into account, visitor spend was up 9% vs 2022.

The South East of England registered 4.3 million inbound visits during 2023 (up 18% from 3.6 million trips in 2022). These trips contributed a total of £2.48 billion in spend (up 8% from £2.29 billion in 2022).

## Economic Impact of Tourism – Headline Figures

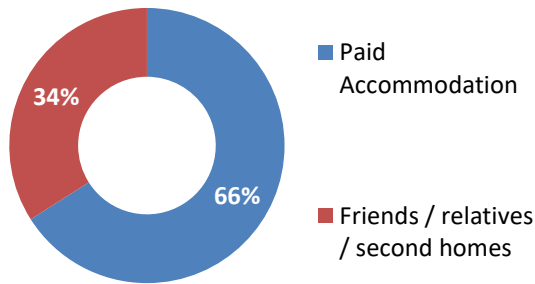
## Folkestone & Hythe - 2023 Results



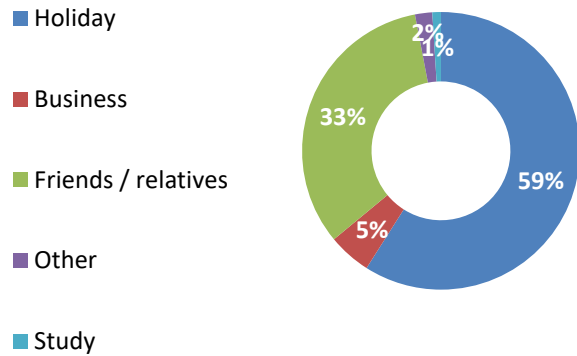
### Economic Impact of Tourism – year-on-year comparisons

	2023	2021	2019	Year-on-year comparison 2023 v 2021	Pre-pandemic levels 2023 v 2019
<b>Day Trips</b>					
Day trips volume	4,287,000	4,026,000	4,355,000	6%	-2%
Day trips value	£134,426,000	£107,316,000	£141,782,000	25%	-5%
<b>Overnight trips</b>					
Number of trips	398,000	316,000	471,000	26%	-15%
Number of nights	1,289,000	1,011,000	1,381,000	27%	-7%
Trip value	£77,235,000	£61,873,000	£80,488,000	25%	-4%
<b>Total value</b>	<b>£268,588,000</b>	<b>£198,704,000</b>	<b>£271,407,000</b>	<b>35%</b>	<b>-1%</b>
<b>Actual jobs</b>	<b>5,046</b>	<b>4,412</b>	<b>5,345</b>	<b>14%</b>	<b>-6%</b>
	<b>2023</b>	<b>2021</b>	<b>2019</b>	<b>2023 v 2021</b>	<b>2023 v 2019</b>
Average length stay (nights x trip)	3.24	3.20	2.93	1.3%	10.6%
Spend x overnight trip	£194.06	£195.80	£170.89	-0.9%	13.6%
Spend x night	£59.92	£61.20	£58.28	-2.1%	2.8%
Spend x day trip	£31.36	£26.66	£32.56	17.6%	-3.7%

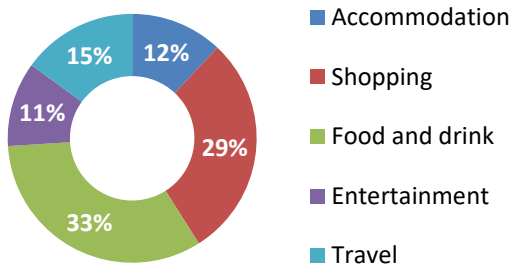
**Trips by type of accommodation**



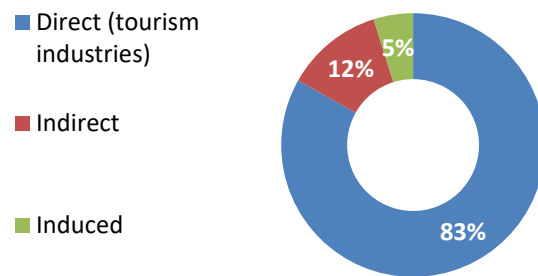
**Trips by Purpose**



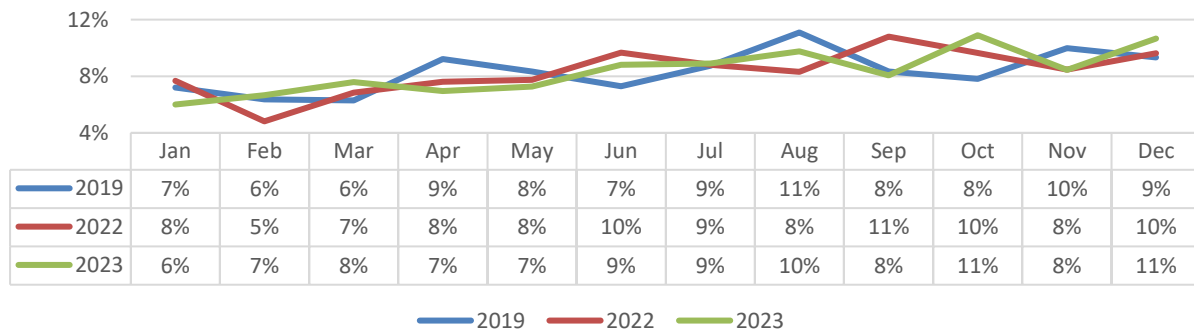
**Breakdown of Expenditure**



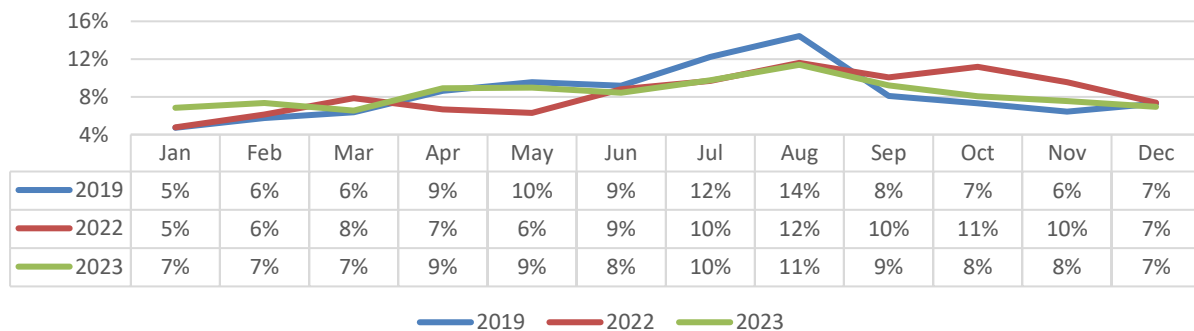
**Type of Employment**



**Seasonality - Day trip expenditure (South East England)**



**Seasonality - Overnight expenditure (South East England)**



Source: VisitBritain. Reference: South East of England

## Volume of Tourism



## Staying visits in the county context

## Folkestone & Hythe - 2023 Results

All figures have been rounded and some tables may show slight discrepancy between totals and sub totals.

Staying trips in the county context	Domestic trips ('000)	Overseas trips ('000)
Ashford	269	124.5
Canterbury	422	212.0
Dartford	132	47.0
Dover	296	90.5
Folkestone & Hythe	319	79.0
Gravesham	126	42.0
Maidstone	263	71.8
Medway	359	114.5
Sevenoaks	141	64.1
Swale	287	40.5
Thanet	315	171.3
Tonbridge and Malling	176	40.3
Tunbridge Wells	221	60.4
<b>Kent</b>	<b>3,326</b>	<b>1,157.9</b>

Staying nights in the county context	Domestic nights ('000)	Overseas nights ('000)
Ashford	597	486.9
Canterbury	1,184	1,230.0
Dartford	364	225.5
Dover	819	428.0
Folkestone & Hythe	897	392.0
Gravesham	328	195.0
Maidstone	655	427.0
Medway	1,120	645.0
Sevenoaks	337	330.0
Swale	993	228.0
Thanet	847	1,136.0
Tonbridge and Malling	498	218.8
Tunbridge Wells	590	264.0
<b>Kent</b>	<b>9,229</b>	<b>6,206.2</b>

Expenditure in the county context	Domestic spend (millions)	Overseas spend (millions)
Ashford	£44.7	£30.1
Canterbury	£68.4	£64.4
Dartford	£19.1	£11.6
Dover	£60.9	£24.1
Folkestone & Hythe	£57.5	£19.8
Gravesham	£16.2	£10.3
Maidstone	£35.9	£24.8
Medway	£52.4	£29.7
Sevenoaks	£22.8	£17.3
Swale	£44.4	£11.0
Thanet	£54.6	£67.5
Tonbridge and Malling	£25.7	£12.1
Tunbridge Wells	£37.0	£21.5
<b>Kent</b>	<b>£539.6</b>	<b>£344.2</b>

## Staying Visitors - Accommodation Type

## Folkestone & Hythe - 2023 Results

### Trips by Accommodation

	UK		Overseas		Total	
Serviced	148,000	46%	24,000	31%	172,000	43%
Self-catering	18,000	6%	3,000	4%	21,000	6%
Camping	27,000	8%	7,000	9%	34,000	9%
Static caravans	21,000	7%	8,000	10%	29,000	7%
Group/campus	0	0%	0	0%	0	0%
Paying guest	0	0%	1,000	1%	1,000	0%
Second homes	9,000	3%	4,000	5%	13,000	3%
Boat moorings	0	0%	0	0%	0	0%
Other	4,000	1%	1,000	1%	5,000	1%
Friends & relatives	92,000	29%	31,000	39%	123,000	31%
<b>Total 2023</b>	<b>319,000</b>		<b>79,000</b>		<b>398,000</b>	
Comparison 2021	282,000		34,000		316,000	
Difference	13%		132%		26%	

### Nights by Accommodation

	UK		Overseas		Total	
Serviced	343,000	38%	54,000	14%	397,000	31%
Self-catering	35,000	4%	37,000	9%	72,000	6%
Camping	69,000	8%	23,000	6%	92,000	7%
Static caravans	119,000	13%	15,000	4%	134,000	10%
Group/campus	0	0%	0	0%	0	0%
Paying guest	0	0%	17,000	4%	17,000	1%
Second homes	31,000	3%	27,000	7%	58,000	5%
Boat moorings	0	0%	0	0%	0	0%
Other	14,000	2%	4,000	1%	18,000	1%
Friends & relatives	286,000	32%	215,000	55%	501,000	39%
<b>Total 2023</b>	<b>897,000</b>		<b>392,000</b>		<b>1,289,000</b>	
Comparison 2021	875,000		136,000		1,011,000	
Difference	3%		188%		27%	

### Spend by Accommodation Type

	UK		Overseas		Total	
Serviced	£37,692,000	66%	£5,706,000	29%	£43,398,000	56%
Self-catering	£2,693,000	5%	£1,649,000	8%	£4,342,000	6%
Camping	£2,004,000	3%	£959,000	5%	£2,963,000	4%
Static caravans	£4,375,000	8%	£788,000	4%	£5,163,000	7%
Group/campus	£0	0%	£0	0%	£0	0%
Paying guest	£0	0%	£1,042,000	5%	£1,042,000	1%
Second homes	£1,394,000	2%	£980,000	5%	£2,374,000	3%
Boat moorings	£0	0%	£0	0%	£0	0%
Other	£1,423,000	2%	£353,000	2%	£1,776,000	2%
Friends & relatives	£7,879,000	14%	£8,298,000	42%	£16,177,000	21%
<b>Total 2023</b>	<b>£57,460,000</b>		<b>£19,775,000</b>		<b>£77,235,000</b>	
Comparison 2021	£53,553,000		£8,320,000		£61,873,000	
Difference	7%		138%		25%	

Serviced accommodation includes hotels, guesthouses, inns, B&B's and serviced farmhouse accommodation. Paying guest refers to overseas visitors staying in private houses, primarily language school students. Other trips includes nights spent in transit, in lorry cabs and other temporary accommodation.

## Staying Visitors - Purpose of Trip

## Folkestone & Hythe - 2023 Results

### Trips by Purpose

		UK		Overseas		Total	
Holiday		188,100	59%	45,800	58%	233,900	59%
Business		16,000	5%	6,300	8%	22,300	5%
Friends & relatives		108,500	34%	22,900	29%	131,400	33%
Other		6,400	2%	800	1%	7,200	2%
Study		0	0%	3,200	4%	3,200	1%
<b>Total</b>	<b>2023</b>	<b>319,000</b>		<b>79,000</b>		<b>398,000</b>	
Comparison	2021	282,000		34,000		316,000	
Difference		13%		132%		26%	

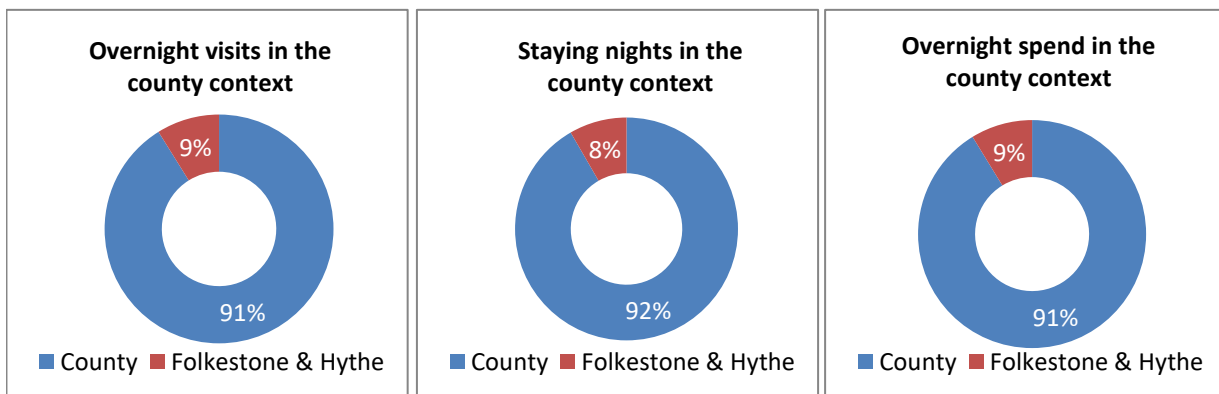
### Nights by Purpose

		UK		Overseas		Total	
Holiday		610,000	68%	172,500	44%	782,500	61%
Business		35,900	4%	15,600	4%	51,500	4%
Friends & relatives		233,200	26%	137,200	35%	370,400	29%
Other		17,900	2%	11,800	3%	29,700	2%
Study		0	0%	54,900	14%	54,900	4%
<b>Total</b>	<b>2023</b>	<b>897,000</b>		<b>392,000</b>		<b>1,289,000</b>	
Comparison	2021	875,000		136,000		1,011,000	
Difference		3%		188%		27%	

### Spend by Purpose

		UK		Overseas		Total	
Holiday		£35,625,200	62%	£10,480,800	53%	£46,106,000	60%
Business		£9,193,600	16%	£988,800	5%	£10,182,400	13%
Friends & relatives		£9,193,600	16%	£5,932,400	30%	£15,126,000	20%
Other		£3,447,600	6%	£791,000	4%	£4,238,600	5%
Study		£0	0%	£1,582,000	8%	£1,582,000	2%
<b>Total</b>	<b>2023</b>	<b>£57,460,000</b>		<b>£19,775,000</b>		<b>£77,235,000</b>	
Comparison	2021	£53,553,000		£8,320,000		£61,873,000	
Difference		7%		138%		25%	

### Proportion of staying visits in the county context

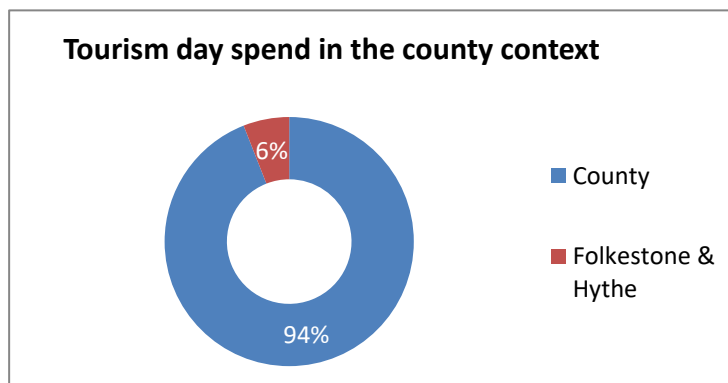
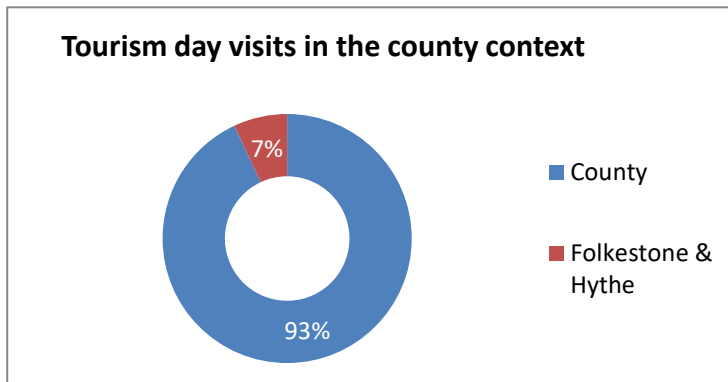


**Total Volume and Value of Day Trips**

		<b>Trips</b>	<b>Spend</b>
<b>Total</b>	<b>2023</b>	<b>4,287,000</b>	<b>£134,426,000</b>
<b>Comparison</b>	<b>2021</b>	<b>4,026,000</b>	<b>£107,316,000</b>
<b>Difference</b>		<b>6%</b>	<b>25%</b>

**Day Visitors in the County Context**

<b>District</b>	<b>Day visits (millions)</b>	<b>Day visits Spend (millions)</b>
Ashford	4.1	£152.5
Canterbury	7.5	£269.4
Dartford	10.3	£421.1
Dover	4.1	£137.6
Folkestone & Hythe	4.3	£134.4
Gravesham	2.1	£64.6
Maidstone	4.2	£153.8
Medway	4.4	£165.7
Sevenoaks	4.1	£157.7
Swale	5.0	£158.9
Thanet	4.1	£163.0
Tonbridge and Malling	2.9	£100.9
Tunbridge Wells	4.4	£175.6
<b>Kent</b>	<b>61.5</b>	<b>£2,255.2</b>



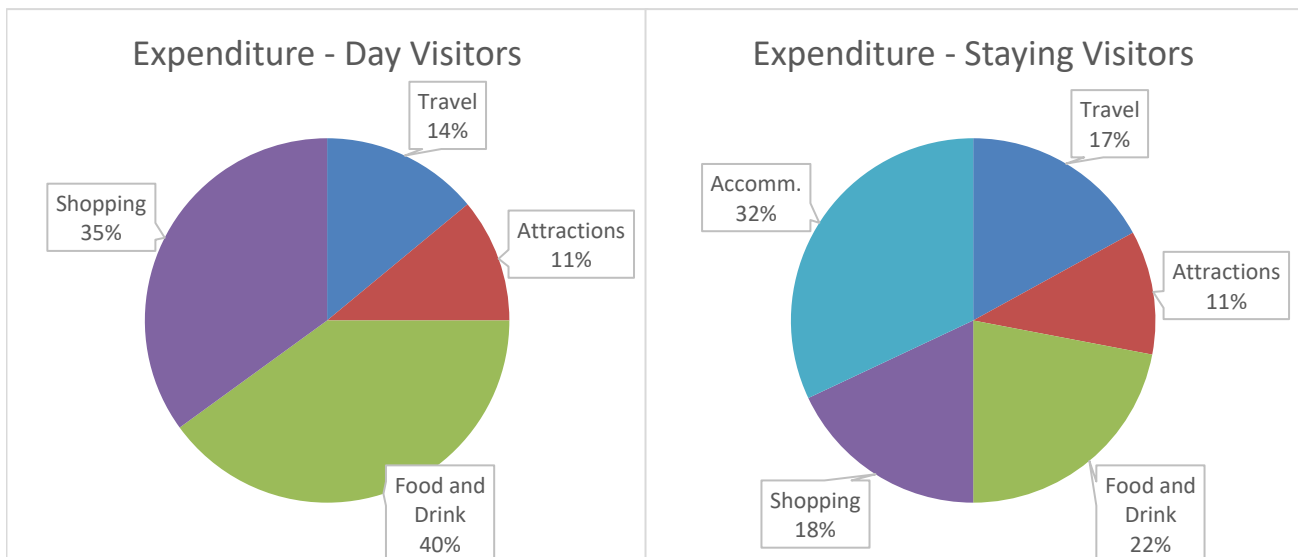
## Value of Tourism

## Expenditure Associated with Trips

## Folkestone & Hythe - 2023 Results

### Direct Expenditure Associated with Trips

	Accomm.	Shopping	Food and Drink	Attractions	Travel	Total
UK Tourists	£19,536,400	£8,044,400	£12,641,200	£6,320,600	£10,917,400	£57,460,000
Overseas tourists	£5,537,000	£5,932,500	£4,350,500	£1,977,500	£1,977,500	£19,775,000
<b>Total Staying</b>	<b>£25,073,400</b>	<b>£13,976,900</b>	<b>£16,991,700</b>	<b>£8,298,100</b>	<b>£12,894,900</b>	<b>£77,235,000</b>
<b>Total Staying (%)</b>	<b>32%</b>	<b>18%</b>	<b>22%</b>	<b>11%</b>	<b>17%</b>	<b>100%</b>
<b>Total Day Visitors</b>	<b>£0</b>	<b>£47,049,100</b>	<b>£53,770,400</b>	<b>£14,786,900</b>	<b>£18,819,600</b>	<b>£134,426,000</b>
<b>Total Day Visitors (%)</b>	<b>0%</b>	<b>35%</b>	<b>40%</b>	<b>11%</b>	<b>14%</b>	<b>100%</b>
<b>Total 2023</b>	<b>£25,073,400</b>	<b>£61,026,000</b>	<b>£70,762,100</b>	<b>£23,085,000</b>	<b>£31,714,500</b>	<b>£211,661,000</b>
<b>%</b>	<b>12%</b>	<b>29%</b>	<b>33%</b>	<b>11%</b>	<b>15%</b>	<b>100%</b>
Comparison 2021	£18,931,000	£46,480,800	£59,670,700	£18,694,000	£25,412,500	£169,189,000
Difference	32%	31%	19%	23%	25%	25%



### Other Expenditure Associated with Tourism Activity

Other expenditure associated with tourism activity - Estimated spend				
Second homes	Boats	Static vans	Friends & relatives	Total
£716,000	£0	£14,000	£19,606,000	£20,336,000

Spend on second homes is assumed to be an average of £2,150 on rates, maintenance, and replacement of furniture and fittings. Spend on boats assumed to be an average of £2,150 on berthing charges, servicing and maintenance and upgrading of equipment. Static van spend arises in the case of vans purchased by the owner and used as a second home. Expenditure is incurred in site fees, utility charges and other spending and is estimated at £2,150. Additional spending is incurred by friends and relatives as a result of people coming to stay with them. A cost of £210 per visit has been assumed based on national research for social and personal visits.

## Direct Turnover Derived From Trip

## Folkestone & Hythe - 2023 Results

Business turnover arises as a result of tourist spending, from the purchase of supplies and services locally by businesses in receipt of visitor spending and as a result of the spending of wages in businesses by employees whose jobs are directly or indirectly supported by tourism spending.

		<b>Staying Visitors</b>	<b>Day Visitors</b>	<b>Total</b>
Accommodation		£25,173,000	£1,063,000	£26,236,000
Retail		£13,587,000	£47,189,000	£60,776,000
Catering		£16,725,000	£51,558,000	£68,283,000
Attractions		£8,678,000	£16,037,000	£24,715,000
Transport		£7,843,000	£11,147,000	£18,990,000
Non-trip spend		£20,336,000	£0	£20,336,000
<b>Total Direct</b>	<b>2023</b>	<b>£92,342,000</b>	<b>£126,994,000</b>	<b>£219,336,000</b>
Comparison	<b>2021</b>	<b>£68,960,000</b>	<b>£101,156,000</b>	<b>£170,116,000</b>
Difference		34%	26%	29%

Adjustments have been made to recognise that some spending on retail and food and drink will fall within attractions or accommodation establishments. It is assumed that 40% of travel spend will take place at the origin of the trip rather than at the destination.

## Supplier and Income Induced Turnover

		<b>Staying Visitors</b>	<b>Day Visitors</b>	<b>Total</b>
Indirect spend		£15,254,000	£21,872,000	£37,126,000
Non-trip spending		£3,050,000	£0	£3,050,000
Income induced		£4,972,000	£4,104,000	£9,076,000
<b>Total</b>	<b>2023</b>	<b>£23,276,000</b>	<b>£25,976,000</b>	<b>£49,252,000</b>
Comparison	<b>2021</b>	<b>£12,460,000</b>	<b>£16,128,000</b>	<b>£28,588,000</b>
Difference		87%	61%	72%

Income induced spending arises from expenditure by employees whose jobs are supported by tourism spend.

## Total Local Business Turnover Supported by Tourism Activity – Value of Tourism

		<b>Staying Visitors</b>	<b>Day Visitors</b>	<b>Total</b>
Direct		£92,342,000	£126,994,000	£219,336,000
Indirect		£23,276,000	£25,976,000	£49,252,000
<b>Total Value</b>	<b>2023</b>	<b>£115,618,000</b>	<b>£152,970,000</b>	<b>£268,588,000</b>
Comparison	<b>2021</b>	<b>£81,420,000</b>	<b>£117,284,000</b>	<b>£198,704,000</b>
Difference		42%	30%	35%

## Employment



The model generates estimates of full time equivalent jobs based on visitor spending. The total number of ‘actual’ jobs will be higher when part time and seasonal working is taken into account. Conversion of full time equivalent jobs into actual jobs relies on information from business surveys in the sectors receiving visitor spending. A new full time equivalent tourism job is created with every £54,000 increase in tourism revenue.

**Direct Employment**

Full-time equivalent (FTE)						
	Staying Visitors		Day Visitors		Total	
Accommodation	395	30%	19	1%	414	14%
Retail	123	9%	486	29%	609	20%
Catering	248	19%	872	51%	1,120	37%
Entertainment	106	8%	223	13%	329	11%
Transport	60	5%	98	6%	158	5%
Non-trip spend	377	29%	0	0%	377	13%
<b>Total FTE</b>	<b>2023</b>	<b>1,309</b>		<b>1,698</b>		<b>3,007</b>
Comparison	2021	1,128		1,609		2,737
Difference		16%		6%		10%
Estimated actual jobs						
	Staying Visitors		Day Visitors		Total	
Accommodation	601	32%	25	1%	626	15%
Retail	193	10%	671	29%	864	21%
Catering	391	21%	1,204	52%	1,595	38%
Entertainment	162	9%	298	13%	460	11%
Transport	92	5%	130	5%	222	5%
Non-trip spend	429	23%	0	0%	429	10%
<b>Total Actual</b>	<b>2023</b>	<b>1,868</b>		<b>2,328</b>		<b>4,196</b>
Comparison	2021	1,648		2,208		3,856
Difference		13%		5%		9%

**Indirect & Induced Employment**

Full-time equivalent (FTE)			
	Staying Visitors	Day Visitors	Total
Indirect jobs	226	203	429
Induced jobs	92	76	168
<b>Total FTE</b>	<b>2023</b>	<b>318</b>	<b>597</b>
Comparison	2021	196	397
Difference		62%	50%
Estimated actual jobs			
	Staying Visitors	Day Visitors	Total
Indirect jobs	375	231	606
Induced jobs	157	87	244
<b>Total Actual</b>	<b>2023</b>	<b>532</b>	<b>850</b>
Comparison	2021	328	556
Difference		62%	53%

Actual jobs are estimated from surveys of relevant businesses at locations in England and take account of part time and seasonal working.

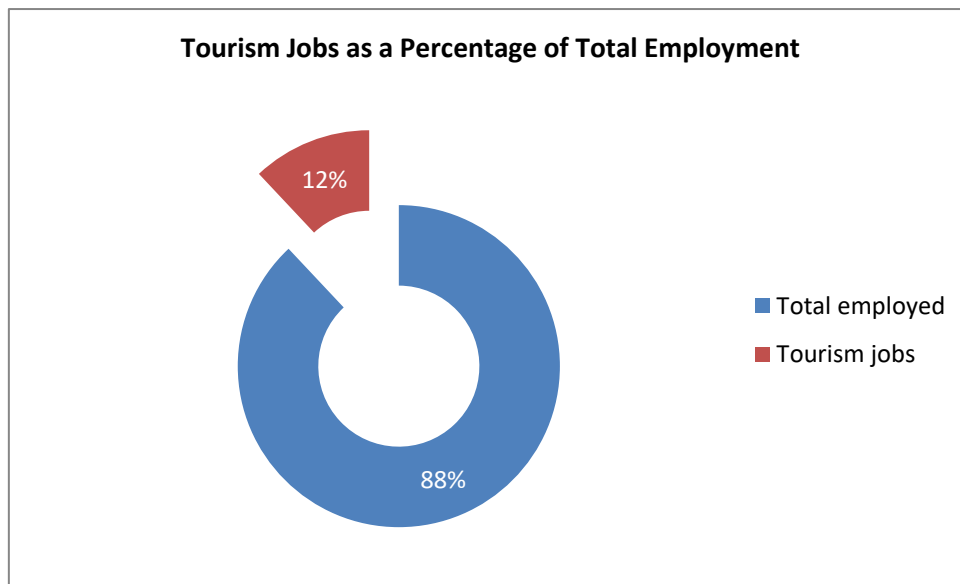
Full-time equivalent (FTE)						
	Staying Visitors		Day Visitors		Total	
Direct	1,309	80%	1,698	86%	3,007	83%
Indirect	226	14%	203	10%	429	12%
Induced	92	6%	76	4%	168	5%
<b>Total FTE 2023</b>	<b>1,627</b>		<b>1,977</b>		<b>3,604</b>	
Comparison 2021	1,324		1,810		3,134	
Difference	23%		9%		15%	

Estimated actual jobs						
	Staying Visitors		Day Visitors		Total	
Direct	1,868	78%	2,328	88%	4,196	83%
Indirect	375	16%	231	9%	606	12%
Induced	157	6%	87	3%	244	5%
<b>Total Actual 2023</b>	<b>2,400</b>		<b>2,646</b>		<b>5,046</b>	
Comparison 2021	1,976		2,436		4,412	
Difference	21%		9%		14%	

**Tourism Jobs as a Percentage of Total Employment**

	Staying Visitors	Day Visitors	Total
Total employed	40,600	40,600	40,600
Tourism jobs	2,400	2,646	5,046
Proportion all jobs	6%	6%	12%
Comparison 2021	1,976	2,436	4,412
Difference	21%	9%	14%



**The key 2023 results of the Economic Impact Assessment are:**

**4.7 million trips** were undertaken in the area.  
**4.3 million** day trips.  
**0.4 million** overnight visits.

**1.3 million** nights in the area as a result of overnight trips.

**£219 million** spent by tourists during their visit to the area.  
**£18 million** spent on average in the local economy each month.

**£77 million** generated by overnight visits.  
**£134 million** generated from day trips.

**£269 million** spent in the local area as result of tourism, taking into account multiplier effects.

**5,046 jobs** supported, both for local residents and from those living nearby.  
**4,196 tourism jobs** directly supported.  
**850 non-tourism related jobs** supported linked to multiplier spend from tourism.

Note: The figures have been rounded. For a full set of results, please refer to the main report.

## **Appendix I - Introduction about Cambridge Model**

This report examines the volume and value of tourism and the impact of that expenditure on the local economy. The figures were derived using the Cambridge Economic Impact Model and the research was undertaken by Destination Research.

### **Data sources**

The main national surveys used as data sources in stage one include:

- Domestic tourism statistics: An online survey collecting data on both domestic overnight trips as well as domestic day trips.
- International Passenger Survey (IPS) information on overseas visitors to the UK.

These surveys provide information down to a regional level. In order to disaggregate data to a local level the following information sources are used:

- Records of known local accommodation stock
- VisitEngland's surveys of Visits to Attractions, which provides data on the number of visitors to individual tourist attractions
- Attractions data supplied by ALVA (Association of Leading Visitor Attractions)
- Short-term rental stock and occupancy - Lighthouse / AirDNA
- Hotel market data and benchmarking – STR
- Latest estimates of resident population as based on the Census of Population
- Selected data from ONS employment-related surveys
- Selected data on the countryside and coast including national designations and length of the coastline (where relevant).

The model also includes contextual and sector-specific data from third-party sources and destination-level business performance data captured by or on behalf of our destination partners. Data sources include:

- Tourism business counts - Inter Departmental Business Register (IDBR)
- UK inflation data - Consumer Prices Index (CPI, CPIH), Retail Prices Index (RPI)
- UK economy forecasts - Office for Budget Responsibility: Economic and fiscal outlook
- Footfall data (town centres, large retail outlets and car parks).

### **Limitations of the Model**

It should be noted that the model cannot take into account any leakage of expenditure from tourists taking day trips out of the area in which they are staying. While it is assumed that these may broadly balance each other in many areas, in locations receiving significant numbers of day visitors from London, there is likely to be an underestimate in relation to the number of overseas day visitors staying in holiday accommodation in London. Whilst it is important to be aware of these issues, we are confident that the estimates we have produced are as reliable as is practically possible within the constraints of the information available.

### **Rounding**

All figures used in this report have been rounded. Therefore, in some tables there may be a slight discrepancy between totals and sub totals.

### **Staying Visitors**

Data on domestic overnight visits is based on a new combined online survey that replaced the separate Great Britain Tourism Survey and Great Britain Day Visits Survey. It provides information on the total number of trips to the region and the relative proportions using different types of accommodation. By matching these figures to the supply of such accommodation, the regional average number of trips per bedspace or unit of accommodation can be derived. The International Passenger Survey (IPS) provides information on the total number of trips by overseas visitors to the region. The model uses three year rolling averages to reduce extreme highs and lows which are due to small sample sizes, rather than being a reflection on drastic changes in demand year-on-year.

### **Day Visitors**

Information on day trips at a regional level is available from a new combined online survey that replaced the separate Great Britain Tourism Survey and Great Britain Day Visits Survey. The new survey includes all leisure-related trips from home. It should be noted that a large proportion are local trips made by people resident in the locality. The model uses information from the survey to estimate the number of longer day trips (defined as those lasting at least 3 hours and involving travel of more than 20 miles) and irregular trips lasting more than 3 hours.

### **Impact of tourism expenditure**

This section examines the impact of the tourism expenditure in terms of the direct, indirect and induced expenditure as well as an estimate of actual jobs (both direct and indirect) supported by tourism expenditure in the district.

The above-mentioned surveys offer a breakdown of visitor spending. The impact of this initial round of expenditure will be subsequently increased by multiplier effects. These arise from the purchase of supplies and services by the businesses in receipt of visitor expenditure (indirect impacts), and by the income induced-effects arising from the spending of wages by employees in the first round of business and in subsequent expenditure in supplier business (induced impacts).

The New Earnings Survey which provides information on wage levels by industry sector and region is an internal business database which includes data on the structure of business expenditure, local linkages and multiplier ratios drawn from a wide range of business and economic studies carried out by Geoff Broom Associates, PA Cambridge Economic Consultants and others. By applying the breakdown to the estimates of visitor spending, the model generates estimates of total direct spending.

Evidence from national studies suggests that some minor adjustments are required to match visitor spend to business turnover – for example, some expenditure on food and drink actually takes place in inns and hotels that fall in the accommodation sector and within attractions. More significantly, expenditure on travel costs associated with individual trips is equally likely to take place at the origin of the trip as the destination. Therefore the model assumes that only 40% of travel expenditure accrues to the destination area.

### **Number of full time job equivalents**

Having identified the value of turnover generated by visitor spending, it is possible to estimate the employment associated with that spending. Wages for staff and drawings for the proprietors will absorb a proportion of that turnover. By applying these proportions to the overall additional turnover in each sector, the amount of money absorbed by employment costs can be calculated. The New Earnings Survey provides data from which the average costs by business sector, adjusted to take account of regional differences, can be calculated.

After allowing for additional costs such as National Insurance and pension costs, an average employment cost per full time equivalent job can be estimated. The number of such jobs in the local area can then be estimated by dividing the amount of business expenditure on wages and drawings by the average employment cost per job.

### **Number of Actual Jobs**

The model generates estimates of full time equivalent jobs based on visitor spending. However, the total number of actual jobs will be higher when part time and seasonal working is taken into account. The full time equivalent jobs arising directly from visitor spending are converted into actual jobs using information from business surveys in the sectors receiving visitor spending (principally accommodation, food and drink, retail, attractions, transport). In general, the conversion factor between full time equivalent jobs and actual jobs varies around 1.5 in those sectors.

The indirect and income-induced jobs arise across a much wider range of employment sectors. Therefore, the average 1.16 for all sectors based on Census of Employment data has been used to convert full time equivalent jobs in this sector to actual jobs.

The employment estimates generated by the model include both self-employed and employed people supported by visitor expenditure. The model also includes an estimate of the additional jobs arising in the attractions sector, which are not related to visitor expenditure. However, the numbers do not include other tourism-related employment such as jobs in local authorities arising from their tourism functions, e.g. tourist information staff, additional public health, parks and gardens, public conveniences, maintenance sections and jobs arising from capital investment in tourism facilities.

### **Local level data for Kent EIA Reports 2023**

The Cambridge Model allows for the use of local visitor related data. Local data from visitor surveys and other sources is not always sufficiently detailed or available regularly enough to make the results consistent. We rely on partners to collect additional locally sourced data to feed into the model.

Datasets used to produce the 2023 results include:

#### **Kent**

- Kent Annual Business Barometer report with 2023 figures compared to 2022.
- Headline STR data including occupancy, ADR and RevPAR for 2023, 2022 and 2021.
- Any information on major openings or closures in 2023.
- Short-term rental accommodation data.

#### **Ashford**

- Footfall data for Park Mall Shopping Centre, Elwick Place and Ashford town centre.
- Car parking data for main car parks in Ashford and Tenterden.
- Any information on major openings and closures.

#### **Canterbury**

- Footfall data for 2021 and 2023.
- Annual events calendar for 2023.

#### **Dover**

- Footfall figures from National Trust.
- Parking data at car parks in the district and on-street parking.
- Footfall in Deal, Dover and Sandwich town centres.

#### **Gravesham**

- Gravesend footfall figures for 2020/2021 to 2022/2023.
- Car Parking data.
- Hotel closures / temporary change of use.

#### **Sevenoaks**

- Any information on major openings and closures (ongoing projects and consultation).

#### **Swale**

- Swale car park income from 2021 through 2023/2024.
- Retail data.

#### **Thanet**

- Footfall data for Margate, Broadstairs and Ramsgate.
- Data from Southeastern, Port Ramsgate and TDC parking and local attractions.

#### **Tunbridge Wells**

- Events (Pub in the Park, Kings Coronation events, Spa Valley Railway Beer and Cider Festival, Pantiles Antiques Fair, MELA festival, Cranbrook Goes Nuts Festival).
- Car Parking data.

**Produced by:**



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