

# Destination News

## Calgary Hotel Performance

Each month in Q1 showed a year-over-year increase in hotel room demand and Calgary set a record high for rooms sold in the month of February. At the same time, room supply expanded by 5.8 per cent year-to-date through the opening of four new properties that added more than 900 rooms to Calgary's nightly inventory (374 rooms in the Northeast quadrant, 153 rooms in the South quadrant, and 390 rooms in Downtown/Beltline). The large increase in room supply during Q1 more than offset the gains in rooms sold; causing occupancy to fall slightly on a year-to-date basis and placing downward pressure on room rates.

		YEAR-TO-DATE MAR		
		2019	%Change	Difference
<b>Calgary Overall</b>	Occupancy Rate	50.6%	-0.9%	-0.5
	Rooms Sold	689,397	4.9%	32,116
	Room Supply	1,361,420	5.8%	74,964
	Daily Room Rate	\$135.15	0.3%	\$0.43
	RevPAR	\$68.40	-0.6%	-\$0.43
<b>Downtown</b>	Occupancy Rate	48.9%	-6.1%	-3.2
	Rooms Sold	203,157	0.0%	31
	Room Supply	415,380	6.5%	25,230
	Daily Room Rate	\$181.93	2.7%	\$4.71
	RevPAR	\$88.98	-3.6%	-\$3.28
<b>Northeast</b>	Occupancy Rate	52.0%	1.1%	0.6
	Rooms Sold	294,956	10.1%	27,106
	Room Supply	567,023	8.9%	46,377
	Daily Room Rate	\$112.50	-1.2%	-\$1.42
	RevPAR	\$58.47	-0.2%	-\$0.14
<b>Northwest</b>	Occupancy Rate	52.0%	7.1%	3.4
	Rooms Sold	65,140	2.5%	1,577
	Room Supply	125,190	-4.3%	-5,670
	Daily Room Rate	\$108.39	5.1%	\$5.28
	RevPAR	\$56.40	12.6%	\$6.32
<b>South</b>	Occupancy Rate	49.4%	-0.8%	-0.4
	Rooms Sold	125,471	2.9%	3,516
	Room Supply	253,827	3.7%	9,027
	Daily Room Rate	\$124.76	0.6%	\$0.76
	RevPAR	\$61.57	-0.3%	-\$0.20

% change compared to previous year at the same time; Difference shows the raw change in value (in percentage points or dollars).

Source: Smith Travel Research, Inc. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.

## Calgary Airport Authority Passenger Statistics

Passenger traffic through Calgary International Airport increased by 5.7 per cent in the first two months of 2019, with domestic traffic up 6.9 per cent, transborder (U.S.) traffic up 4.7 per cent and international passenger traffic up 1.6 per cent year-over-year. Passenger statistics for March 2019 were not available at the time of publication of this report.

### Passenger Statistics by Sector

	2017	% Change	2018	% Change	2019	% Change
<b>Domestic</b>						
Jan	829,767	2.0%	860,122	3.7%	928,820	8.0%
Feb	795,247	-2.0%	831,024	4.5%	879,128	5.8%
Mar	877,207	-1.9%	919,267	4.8%	--	
YTD	2,502,221	-0.7%	2,610,413	4.3%	1,807,948	6.9%
<b>Transborder</b>						
Jan	237,859	0.6%	254,503	7.0%	264,679	4.0%
Feb	243,501	2.7%	258,650	6.2%	272,435	5.3%
Mar	280,174	6.5%	298,552	6.6%	--	
YTD	761,534	3.4%	811,705	6.6%	537,114	4.7%
<b>International</b>						
Jan	166,907	5.8%	185,649	11.2%	183,511	-1.2%
Feb	152,314	5.0%	170,980	12.3%	178,942	4.7%
Mar	165,781	12.3%	191,109	15.3%	--	
YTD	485,002	7.7%	547,738	12.9%	362,453	1.6%
<b>TOTAL – YTD</b>	<b>3,748,757</b>	<b>1.2%</b>	<b>3,969,856</b>	<b>5.9%</b>	<b>2,707,515</b>	<b>5.7%</b>

Source: Calgary Airport Authority

# Convention Sales

## Q1 new lead activity

The “new lead activity report” provides a summary of new leads received in Q1, along with quarter and full-year-to-date (FYTD) comparisons with the previous year.

In Q1 2019, Meetings + Conventions Calgary (MCC) forwarded 45 leads representing 77,308 potential room nights. In comparison, 45 leads representing 36,826 potential room nights were forwarded in Q1 2018. Of the 45 new leads in Q1, one lead turned definite (135 room nights), 32 remained tentative at the end of Q1 (50,878 room nights) and 12 leads were lost (26,295 room nights).

<b>TOTAL</b>				
	<b>2019 Q1</b>	<b>2018 Q1</b>	<b>FYTD 2019</b>	<b>FYTD 2018</b>
Leads	45	45	45	45
Attendance	38,507	21,405	38,507	21,405
Room Nights	77,308	36,826	77,308	36,826
Direct Attendee Spending	\$28,449,344	\$13,551,968	\$28,449,344	\$13,551,968

## Q1 all lead activity – definite events

The “all leads activity report” summarizes all leads in the MCC pipeline with a status change that occurred within the quarter.

In Q1 2019, 14 events representing 12,412 room nights turned definite versus nine events representing 7,650 definite room nights in Q1 2018.

<b>DEFINITE EVENTS</b>				
	<b>2019 Q1</b>	<b>2018 Q1</b>	<b>FYTD 2019</b>	<b>FYTD 2018</b>
Events	14	9	14	9
Attendance	7,285	13,245	7,285	13,245
Room Nights	12,412	7,650	12,412	7,650
Direct Attendee Spending	\$4,567,616	\$2,815,200	\$4,567,616	\$2,815,200

NOTE: Direct Attendee Spending is calculated from an estimate of the average daily spend per delegate per room night, and includes spending on all products/services while in Calgary attending a convention.

Source: Meetings + Conventions Calgary, 2019 Q1 Report