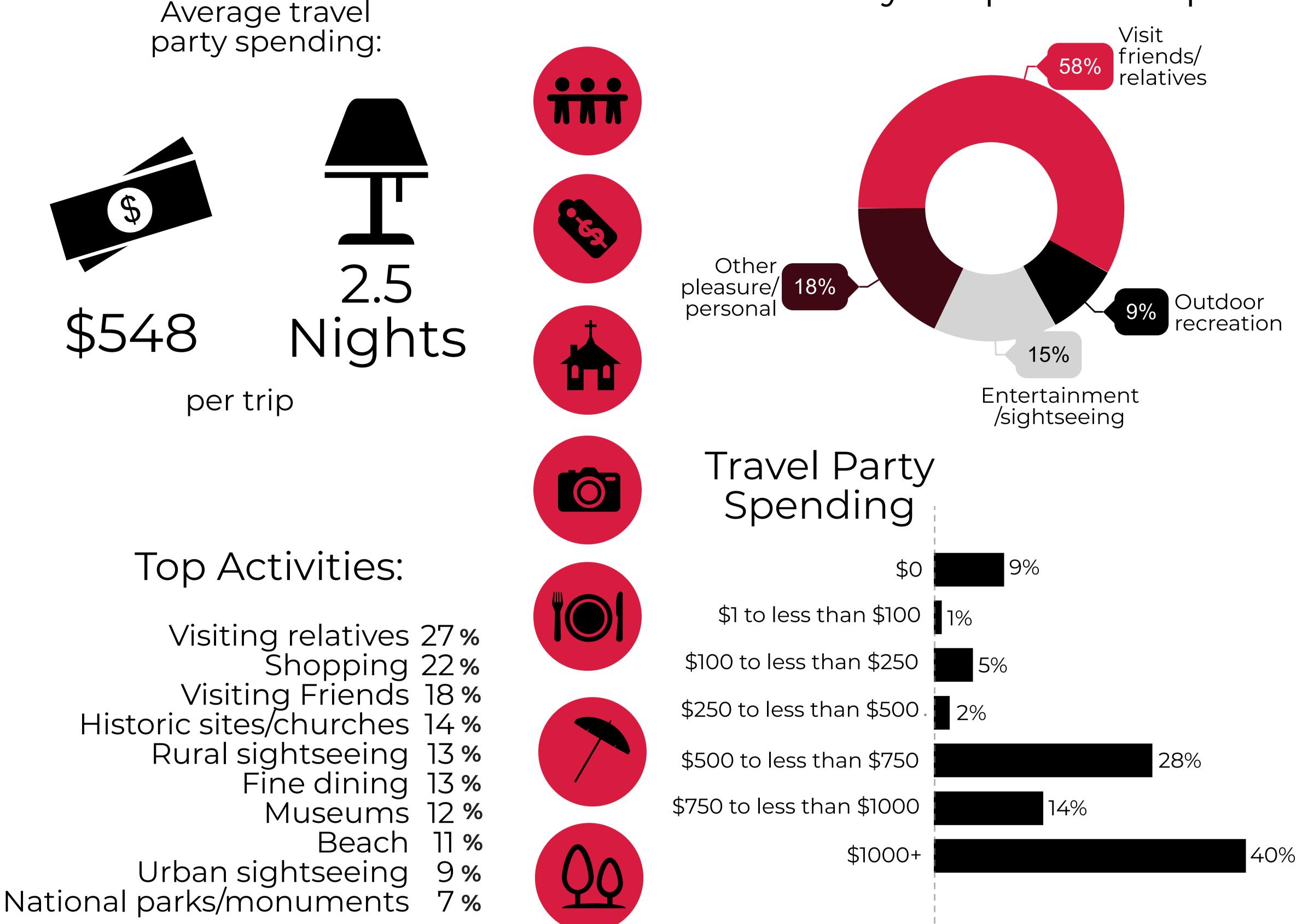


Primary Purpose of Trip





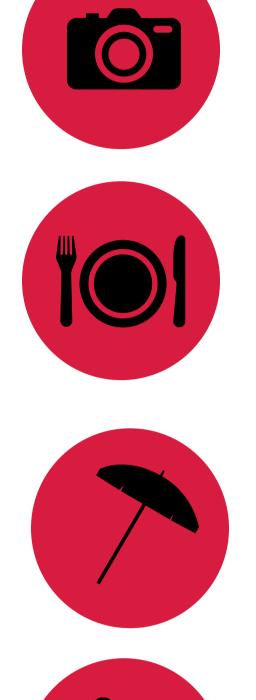
66%

Married

2.8

Average travel

party size



Travel Party Origin by DMÅ

30

4(

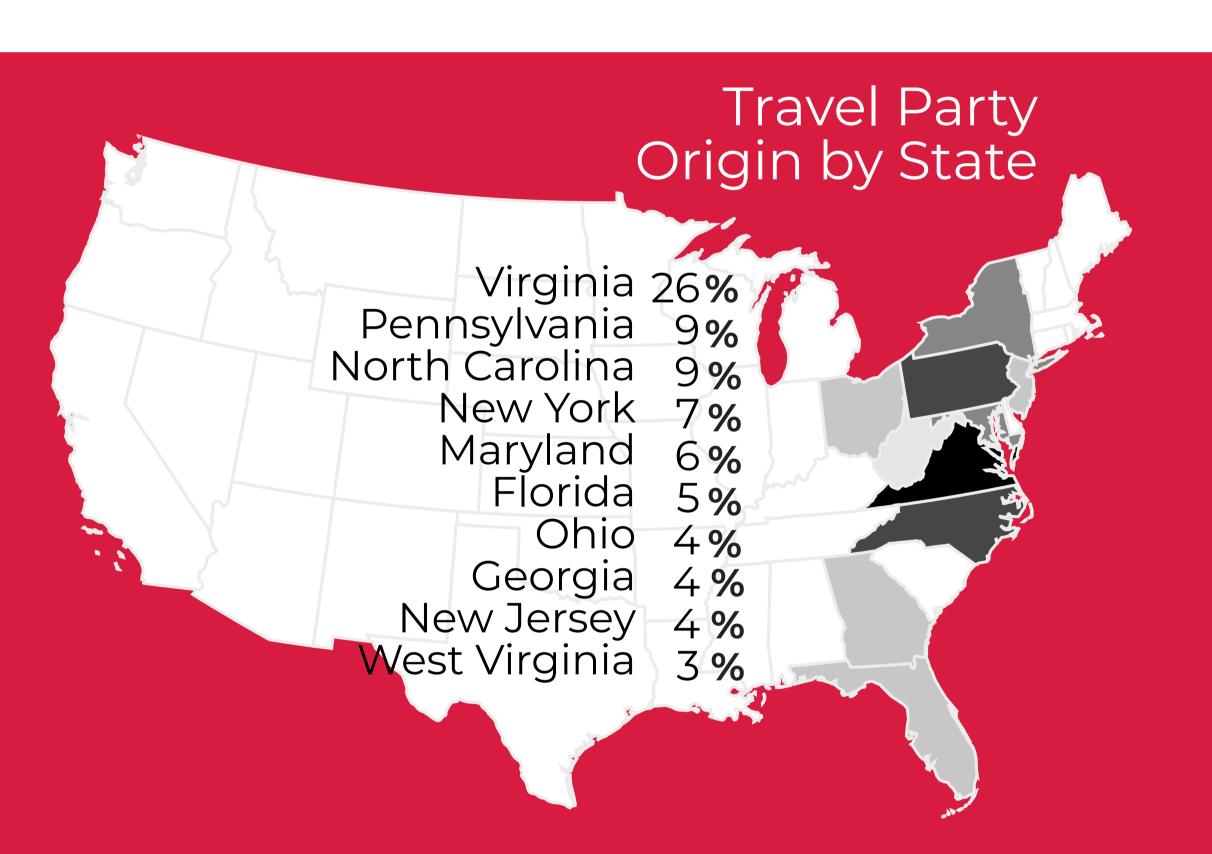
20

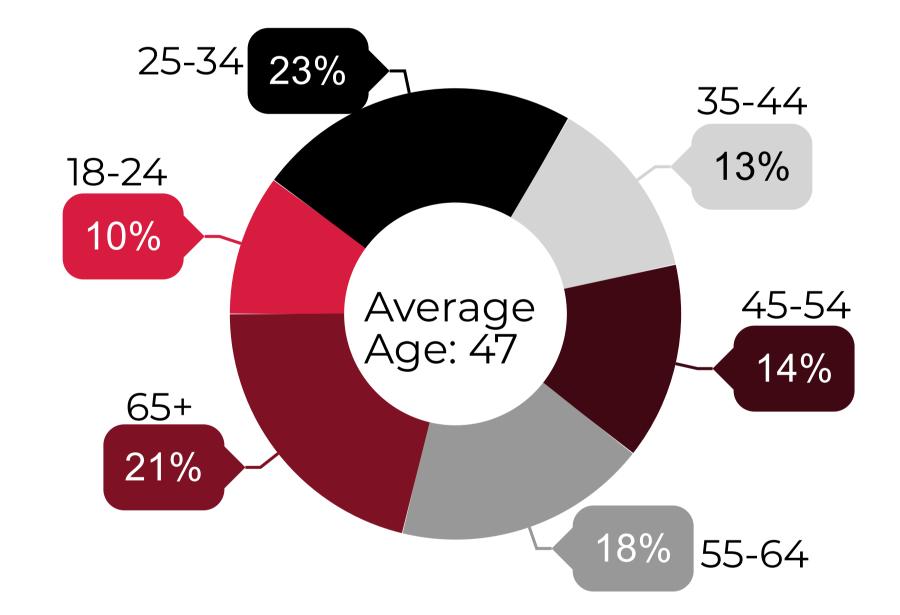
Washington, DC (Hagerstown) Richmond-14 % Petersburg 7 %

0

6 % New York 5 % Philadelphia Norfolk-Portsmouth-Newport News 5 % 3% Baltimore Charlotte 3 % 3% Roanoke-Lynchburg 2 % Atlanta Greensboro-High Point-Winston Salem 2 %

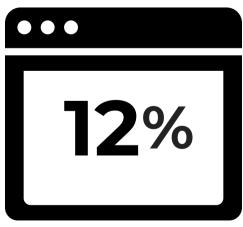
10











30%

Traveling

with Children

37%

Annual

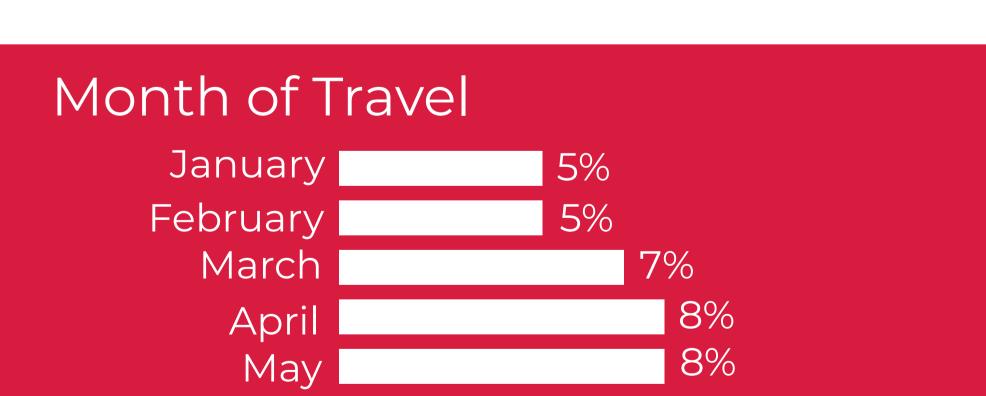
household

income of

100K or more

\$

Destination website

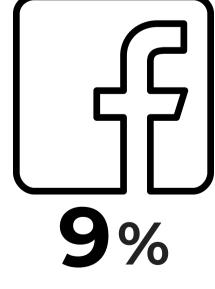




Use information from friends and relatives.



Online travel agency (Expedia, Travelocity, etc.)



9% June July 11% August 11% September 8% October 11% November 7% December 9%





86% Travel by owned auto or rental cars

41% consider visiting Virginia less than a month before their visit

53% decide visiting Virginia less than a month before their visit



LEISURE TRAVEL PROFILE TO VIRGINIA Source: TNS TravelsAmerica, FY2017 (N=2,039)

VIRGINIA IS FOR LOVERS