TOURISM PERFORMANCE 2005



Tourism Performance 2005 Year-end Review

1. Overview

This report reflects the performance of key tourism indicators for 2005.

Tables containing information on key indicators and accommodation data are attached.

The trend established early in 2005 continued through the fourth quarter, leading to yearend results on par with those in 2004.

One of the highlights of 2005 was the successful development and implementation of the accommodation occupancy program. This web-based program allows accommodation operators to collect and report data related to their occupancy. The success of this program has been overwhelming. For the full 12 month period, over 97 per cent of operators have complied each month with the reporting requirements. This system has enabled Tourism PEI to convey more vivid descriptive and comparative information about activity within the accommodation industry.

Specifically, occupancy reporting has enabled industry partners to gain valuable insights into:

- areas of the Island where visitors are staying;
- where they are travelling from;
- the types of facilities they are occupying; and
- the visitor flow month-by-month.

This performance report will present graphical depictions of some of the data captured by this program.

New for 2006 will be a series of operator management reports. In early 2006, operators will be consulted on what types of reports they'd like to see the program generate in order to help them gain an understanding of the marketplace and make more informed decisions about their business. These management reports will contain profiles of their own operation and include comparative information on their region and the province as a whole.

Of the approximately 1,200 licensed operators, about 40 per cent, or slightly over 460 operators, have taken advantage of the online filing process. This is a simple procedure which is actually easier than filling in a paper copy – we encourage all operators who have internet access to use it. As an added benefit to these operators, we will be posting management reports online on a monthly basis.

If you would like to learn how to file your occupancy information online and obtain operator management reports, please contact the Department of Tourism at 368-5540 and ask to speak to a representative about occupancy reporting.

2. Perspective From Operators

In previous quarterly reports we found it useful to talk to operators and allow them the opportunity to tell their fellow members how their business was for the given period. This adds a human perspective to what the numbers tell us.

"In 2005 visitation successes for the north shore region were the result of regional media attention received from the closure of Rainbow Valley, which had a one-year impact on repeat family visitation numbers. In addition, golf continued to draw repeat adult visitors very well especially in the shoulder seasons. The Storybook Journey and the regional branding exercise generated new business from the targeted markets by adding value with different operators joining together to develop new package products. This campaign was successful in attracting new visitors to our area."

Walter Wyand (Cavendish)

"The 2005 season for the Shipwright Inn represented the best year to date for us since taking over the business in 2003. Our room bookings were up 11 per cent over 2004 as were our revenues. By far and away the largest percentage of our guests came from **Other USA** – 34.5 per cent, with the USA representing in total 49.5 per cent of our overall business. The next largest category was the Maritimes representing 14.6 per cent and then Ontario and Other Canada equal at 10.4 per cent.

Price did not appear to be an issue with many of our high-end suites being pre-booked and sold in preference to those less expensive."

- Judy Pye (Charlottetown)

"Prince Edward Island Hotel Association: The Charlottetown market was down more than 5000 room nights over 2004, primarily due to a drop in city-wide conferences and an ongoing decline in leisure visitation to the Island from traditional long haul markets. This resulted in an overall 1.5 per cent decline in occupancy. Average rate growth was slightly below inflation. The Summerside area was flat in volume and revenue growth. The North Shore area had modest growth.

Delta Prince Edward: Volume was flat compared to 2004 and rate growth was marginal primarily due to a severe shift in the market caused by a decline in city-wide conferences. With the overall decline in leisure traffic (to the Island in general) from traditional long-haul markets, regional markets filled the gap. "

Michael Bird (Province / Charlottetown)

3. Key Indicators

Overall, the indicators support that the 2005 tourism season was on par with 2004.

Transportation

For Strait Crossing, a strong final quarter compensated for losses in August and September, and contributed to a year end increase of just over one per cent in non-resident traffic over 2004.

In 2005, Northumberland Ferries experienced a five per cent decline in total traffic. Only the month of November saw an increase (nine per cent) as compared to 2004.

The Charlottetown Airport Authority experienced a year-end increase of 11 per cent in the number of enplaned travellers. The positive trend established in the third quarter continued in the fourth, with in excess of 20 to 30 per cent more travellers each month than the same months last year.

Visitor Inquiries

Visitor interest continues to be high as total inquiries are up significantly over last year by 106 per cent, with the majority of growth attributed to the increase in website inquiries (up 114 per cent). Requests for visitor information also remained high, with mail-out kits up seven per cent over last year.

Visitor Information Centres (VICs)

Overall, for 2005, the Charlottetown VIC counselled almost 13 per cent fewer visitors than in 2004. The strength of many of the other VICs, though they had shorter seasons, buffered Charlottetown's decline, contributed to a small year-end increase of 0.3 per cent in total parties counselled across the Island. Notably, significant growth was exhibited in Summerside, up 161 per cent, as a result of the relocation of the VIC to the downtown waterfront.

Golf PEI

With no data to report for November and December, and a slight decline for October, the total rounds played in 2005 were three per cent more than for 2004.

Cruise Ships

For 2005, there was a four per cent increase in the number of visitors arriving in Charlottetown by cruise ship. A very strong June – six cruise ships with 9,478 passengers and crew – buoyed decreases in other months of the cruise season.

Parks Canada

Overall visitation to the PEI National Park was down in 2005 by 13 per cent relative to 2004. Visitation to the campgrounds remained positive, up five per cent over last year.

Green Gables House and Province House were the only Parks Canada operations open in the fourth quarter. Green Gables had a strong November, with an increase in visitors of 56 per cent over November 2004. For the full year of 2005, Green Gables House welcomed eight per cent fewer visitors than last year.

While Province House experienced a decline in seven of 12 months, strong showings in April, September, November and December minimized the year-end decline to two per cent

Provincial Historic Sites

Early in the fourth quarter, provincial historic sites in Elmira, Basin Head and Green Park were closed for the season. Beaconsfield and Eptek showed growth each month in the fourth quarter, contributing to slight increases for the full year. Overall, there was a decrease of six per cent in the total number of visitors to PEI's historic sites.

4. Accommodation Occupancy

Occupancy data captures the total number of rooms available, the total rooms occupied and the geographic origin of those occupants. As 2005 is the first year that such data is available, comparisons with the previous year are not possible. In the future, however, both the occupancy rate and the year over year comparisons will be reported.

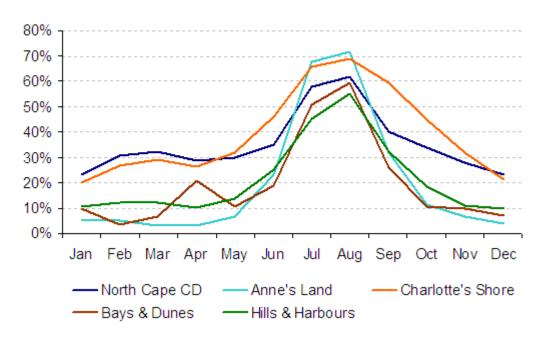
In the fourth quarter, occupancy rates gradually reduced to levels experienced early in the year, with October at 31 per cent, November at 27 per cent and December at 20 per cent.

For 2005, the year-end occupancy level was 39 per cent for the entire province. On a regional basis, the occupancy level ranged from a low of 30 per cent for Hills and Harbours, to a high of 43 per cent for the Charlotte's Shore region.

The following exhibit (1) highlights the seasonal nature of the accommodation sector with the occupancy percentage for all geographic regions peaking in August. The highest monthly percentage achieved by any of the five regions was Anne's Land with an occupancy level of 72 per cent in August. The Charlotte's Shore Region, which includes Charlottetown, demonstrated a strong shoulder season with a more gradual drop-off than other regions. In September and October, occupancy rates for Charlotte's Shore were significantly higher than the other regions, attributed in large part to a strong meetings and conventions sector.

Exhibit 1

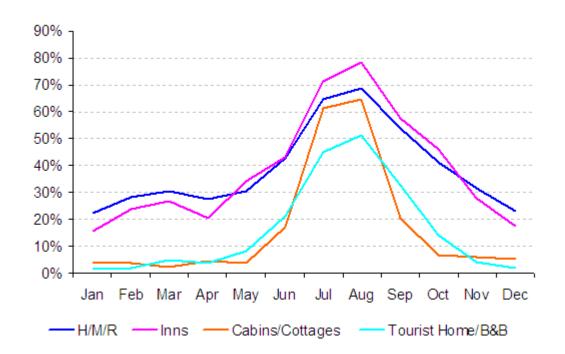




As evidenced in Exhibit 2, occupancy rates for each type of accommodation show a typical "bell curve," with steady rates for the early months, growing in the spring, peaking in the summer, and falling off in the fall. What is interesting, however, is the rate at which the peak season builds and then drops off. Hotels/motels/resorts (H/M/R) have the steadiest year-round occupancy, with the difference between low and high season being the least. In peak season, Inns lead the way with the highest occupancy rates (79 per cent). Cabins/cottages experience a particularly sharp incline and decline in rates, showing a distinct concentration of business from mid-June to September. Tourist Homes and B&Bs follow a pattern similar to Cabin/Cottages, with proportional lower rates.

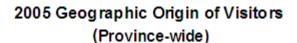
Year-end occupancy rates were: H/M/R, 43 per cent; Inns, 50 per cent; Cabins/Cottages, 34 per cent and Tourist Homes/B&Bs, 23 per cent.

Occupancy Rate by Type of Accommodation



According to Exhibit 3, in terms of the percentage of total room nights sold, the three primary markets for the accommodation sector were Ontario at 20 per cent, Nova Scotia at 18 per cent and New Brunswick at 15 per cent. Secondary markets include the United States at 12 per cent, PEI residents at nine per cent, Quebec at nine per cent and Other Canadians at seven per cent.

Exhibit 3



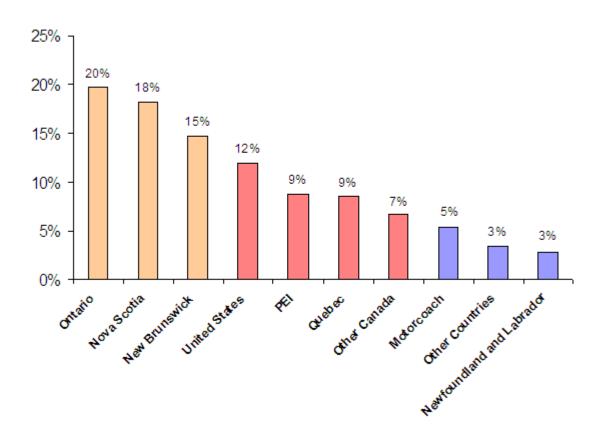
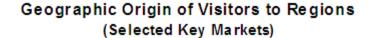
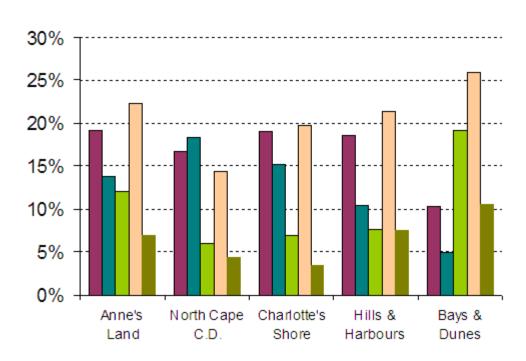


Exhibit 4 depicts the destinations of visitors from key markets once they arrive on PEI. This exhibit supports that Ontario residents are visiting all areas but are the predominate segment of visitors to the Bays and Dunes Region – representing 26 per cent of the region's total market. This is in contrast to residents of Nova Scotia, who are also visiting all regions, but comprise a significantly smaller segment in the Bays and Dunes region – representing 10 per cent.

Exhibit 4

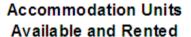


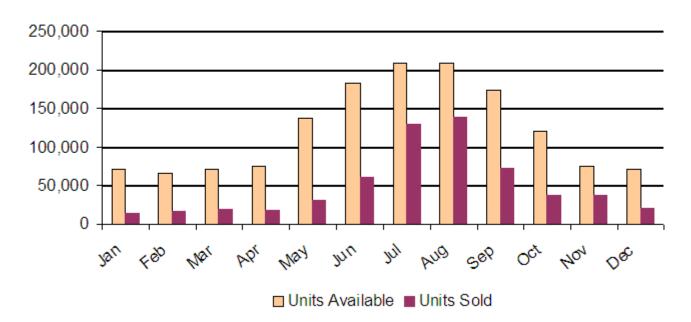


■ Nova Scotia ■ New Brunswick ■ Quebec ■ Ontario ■ New England

Exhibit 5 shows the comparison of total units available and total units rented. For the full year there were almost 1.5 million room nights available of which 569,333 units were rented for an occupancy rate of 39 per cent. As the table depicts, the supply of available units starts to rise sharply in May, while the demand takes its greatest jump in July. Supply exceeds demand most in the month of January with the occupancy percentage at 19 per cent, whereas in the month of August, supply and demand are most closely aligned with occupancy at 66 per cent.

Exhibit 5

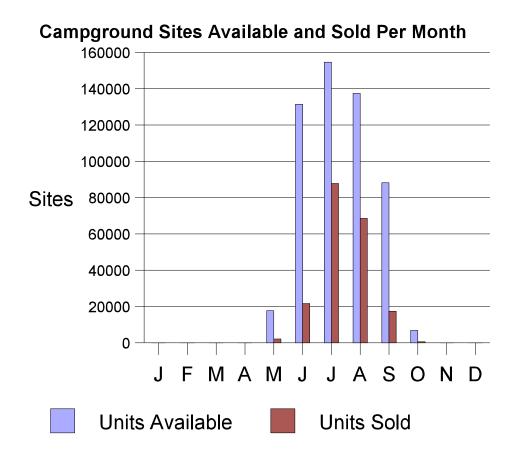




Occupancy information was also collected for campgrounds in 2005. In total, over 536,266 site nights were available and just under 200,000 were sold, accounting for a year-end occupancy rate of 37 per cent.

Exhibit 6 provides an overview of the supply and demand of campground site nights.

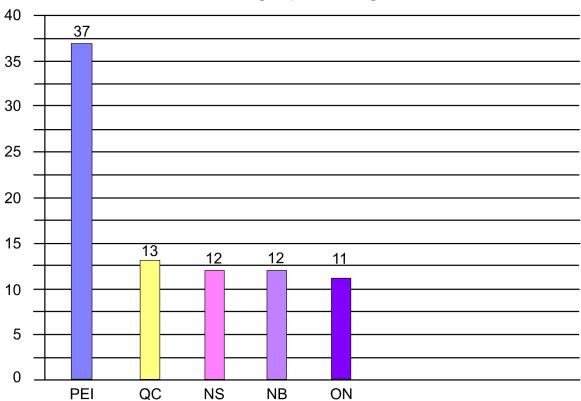
Exhibit 6



According to Exhibit 7, in terms of the percentage of total campground nights sold, the primary market was Island residents at 37 per cent. The secondary market included residents of Quebec at 13 per cent, Nova Scotia and New Brunswick at 12 per cent each and Ontario at 11 per cent.

Exhibit 7





NOTE

All accommodation operators (including campgrounds) are reminded that occupancy reporting is mandatory and a condition of holding an accommodation licence. If you are open for business, you must file an occupancy report regardless of whether you actually rented any units.

It's simple to file your monthly report!

- If you have internet access, you can access the online reporting function within the Slumberland / Online Reservation System. Simply use your username and password to access the reporting function, click on the Occupancy Reporting Tab and follow the steps.
- If you wish to file online but do not wish to participate in the online reservation system, you must obtain a username and password for security purposes contact Internetworks at (902) 892-0932. Completed forms may also be submitted to Tourism PEI at PO Box 2000, 3rd floor Shaw Building, Charlottetown PE C1A 7N8 or call (902) 368-5540 for information.

We would like to know what you think of this document. Give us your feedback...send us an email – *ckjones@gov.pe.ca*

Tourism Performance 2005 Year-end Review Performance Indicators

Traffic	INDICATORS	1st Quarter			2nd Quarter				Quarter	4th Quarter				
Air CAIL Englaned 19% -2% -3% -16% -7% -7% -7% -1% -5% -16% -29% -40% -23% -23% -39 -38 -35% -36% -35%		YTD % Chg	Les .	/ 4°	No Me	₽ ^d	Mon	1		\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	So .	్రా	₹ 0	4
Bridge (Non-Resident Vehicles)	Traffic													
Bridge (Non-Resident Vehicles)	Air (All Enplaned)	11%	-2%	-8%	-16%	-7%	-7%	-5%	15%	26%	40%	23%	23%	319
Visitor Inquiries														
Webste Sessions		-5%	n/a	n/a	n/a	n/a	-17%	-10%			-5%		9%	-29
Webste Sessions	Visitor Inquiries													
Call Centre Inquiries	•	114%	37%	34%	32%	46%	9%	86%	358%	309%	147%	155%	68%	479
Total Inquiries														
Visitor Information Centres Visitor Information Centres Visitor Information	•	106%	35%	32%	24%	39%	9%	76%	336%	287%	143%	147%	67%	469
Visitor Information Centres	Campaign Inquiries	68%	n/a	n/a	-12%	30%	33%	190%	229%	498%	-52%	n/a	n/a	n/a
Centres	Mail Out Kits	7%	11%	7%	-18%	84%	24%	-58%	66%	17%	27%	-29%	196%	-449
Charlottetown	Visitor Information													
Borden 3%	Centres													
Variety Vari														
Cavendish														
St-Poters														
Summerside														
Souris														
West Prince			~	~	~	~								~
Provincial Parks	West Prince	-8%	~	~	~	~	~		12%	-2%	-24%	-100%	~	~
Provincial Parks Parks West Parks East S% ~ ~ ~ ~ ~ ~ . ~	Airport Display	32%	~	~	~	~	~	~	6%	33%	0%	0%	~	~
Parks West	Total Parties Counselled	0.3%	-4%	16%	5%	24%	18%	-15%	8%	3%	-7%	347%	-16%	-349
Parks West	Provincial Parks													
Parks East		6%	~	~	~	~	-54%	-2%	7%	6%	6%	6%	~	~
Total Rounds Played* 3%			~	~	~	~							~	~
Total Rounds Played*	Total	5%	~	~	~	~	18%	-2%	6%	5%	5%	5%	~	~
Total Rounds Played*	Golf PEI													
Total # of Passengers Total # of Passengers - June 2004 - 2 cruise ships with 276 passengers and crew. Parks Canada PEI National Park - 13%		20/	~	~	_	~	0.3%	70/.	30/	70/	10/	20/	~	
Cruise Ships	* Total rounds played is based on data available from	3 /0	~	~			-0.3%	1 70	376	7 70	-170	-2 70	~	
Cruise Ships Total # of Passengers 4% ~<														
Total # of Passengers														
Parks Canada PEI National Park Province House -2% -29% -24% -35% 34% -7% -1% -5% 1% 16% -39% 14% 17% Green Gables -8% ~ ~ ~ ~ ~ -4% 7% -8% -6% -12% -26% 56% -9% Campgrounds Elmira Basin Head -15% ~ ~ ~ ~ ~ ~ 100% -3% -11% -16% -16% -69% ~ ~ ~ Orwell BeaconsField 3% -21% 92% 0% -53% 44% 0% 99% 44% -38% -35% 131% 34% BeaconsField 3% -21% 92% 0% -53% -45% -21% -5% 26% 45% 26% 1% 36 52% 23% Acadian Museum -4% 6% -2% 67% 133% -33% -18% -5% -21% -5% -37% -81% 1226 Green Park -18% ~ ~ ~ ~ ~ ~ ~ -39% -24% -21% -8% - ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~	· · · · · · · · · · · · · · · · · · ·	40/					00/	000.40/	500/	50/	201	100/		
Parks Canada PEl National Park Province House Green Gables Campgrounds -13% 12% 10% 0% 0% -4% -17% 5% 5% -10% -20% ~ ~ ~ Province House Green Gables Campgrounds -2% -29% -24% -35% 34% -7% -1% -5% 1% 16% -39% 14% 17% Green Gables Campgrounds -8% ~ ~ ~ ~ ~ ~ -4% 7% -8% -6% -12% -26% 56% -9% Campgrounds -15% ~ ~ ~ ~ ~ ~ -15% 4% 3% 7% 0% ~ ~ ~ Basin Head -15% ~ ~ ~ ~ ~ -100% -3% -11% -16% -69% ~ ~ ~ Basin Head -15% ~ ~ ~ ~ -14% -48% 0% 9% 4% -38% -35% 131% 34% BeaconsField 3% -21% 92% 0% -53% 445% -21% 5% 26% 45% 26% 1% 33 Eptek -18% -2% 67% 133% -33% -18% -5% -21% 75% -37% -81% 1226 Green Park -18% ~ ~ ~ ~ ~ ~ ~ - ~ -39% -24% -21% -8% ~ ~ ~ ~	-	4%	~	~	~	~	-2%	3334%	-50%	-5%	-3%	-48%	~	~
PEI National Park	June 2005 - 6 cruise ships with 9,478 passengers and crew.													
Province House -2% -29% -24% -35% 34% -7% -1% -5% 1% 16% -39% 14% 177 Green Gables -8% - 8% - 6% -12% -26% 56% -99 Campgrounds 5% - 2 - 3 8% - 2 - 2 - 2 - 3 - 3 <t< td=""><td>Parks Canada</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	Parks Canada													
Campgrounds	PEI National Park	-13%	12%	10%	0%	0%	-4%	-17%	5%	5%	-10%	-20%	~	~
Campgrounds	Province House	-2%	-29%	-24%	-35%	34%	-7%	-1%	-5%	1%	16%	-39%	14%	179
Historic Sites Signature Signature			~	~	~	~	-4%							-99
Elmira 3% ~ ~ ~ ~ 31% 55% 1% -5% -3% 8% ~ ~ ~ ~ C A 31% 55% 1% -5% -3% 8% ~ ~ ~ ~ A A ~<	Campgrounds	5%	~	~	~	~	~	-15%	4%	3%	7%	0%	~	~
Basin Head -15% ~ ~ ~ ~ 10% -3% -11% -16% -16% -6% ~ ~ ~ Covell -14% 48% 0% 9% -4% -38% -35% 131% 34% 34% 34% -21% 5% 26% 45% 26% 1% 38% 34% -21% 92% 0% -53% -45% -21% 5% 26% 45% 26% 1% 38% 25% 26% 45% 26% 1% 38% 25% 24% -2% -5% -2% -5% -2% -5% -2% -2% -2% 23% -2% -2% -3% -3% -18% -2% </td <td>Historic Sites</td> <td></td>	Historic Sites													
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Green Park -18% ~ ~ ~ ~ ~ ~ -39% -24% -21% -8% ~ ~ ~ ~														

ACCOMMODATION		1st Quarter 2nd Quarter								rter	4th Quarter		
OCCUPANCY	YTD % Chg	36	/ 28	No.	Par	/ Non	155		1 20	/ & Q	ं	\\ \sigma_2 \\ \righta_2 \\ \ri	/ 🎖
Fotal # of Monthly Room Nights Available		71,615		70,863	74,677	136,734	183,136	208,431		173,329	120,951	74,965	
OCCUPANCY BY REGION													
Province Wide	39%	19%	24%	26%	24%	22%	33%	62%	66%	42%	31%	27%	20%
North Cape Coastal Drive	38%	23%	31%	32%	29%	30%	35%	58%	62%	40%	34%	28%	239
Anne's Land	38%	6%	5%	3%	3%	6%	23%	68%	72%	32%	12%	6%	40
Charlotte's Shore	43%	20%	26%	29%	26%	32%	46%	66%	69%	59%	45%	32%	219
Bays and Dunes	31%	10%	3%	7%	21%	11%	19%	51%	59%	26%	11%	10%	79
Hills and Harbours	30%	11%	12%	12%	10%	14%	25%	45%	55%	32%	18%	11%	10°
OCCUPANCY BY TYPE													
All Fixed Roof	39%	19%	24%	26%	24%	22%	33%	62%	66%	42%	31%	27%	209
Hotels / Motels / Resorts	43%	22%	29%	31%	28%	30%	43%	65%	69%	54%	41%	32%	239
Inns	50%	16%	24%	27%	20%	34%	43%	71%	79%	58%	46%	28%	189
Cabins / Cottages	34%	4%	4%	2%	5%	4%	17%	61%	65%	20%	7%	6%	59
Tourist Home / B&B	23%	1%	2%	5%	4%	8%	21%	45%	51%	33%	14%	4%	29
Other	24%	0%	0%	0%	0%	0%	12%	23%	56%	0%	0%	0%	0,
OCCUPANCY BY ORIGIN													
CANADIAN PROVINCES													
New Brunswick	15%	24%	27%	25%	27%	20%	14%	13%	11%	11%	15%	19%	189
Newfoundland	3%	1%	3%	2%	2%	4%	2%	2%	3%	2%	5%	6%	6°
Nova Scotia	18%	28%	28%	28%	26%	22%	17%	16%	16%	16%	19%	22%	16°
Ontario	20%	12%	11%	13%	15%	18%	18%	24%	23%	19%	15%	14%	119
Prince Edward Island	9%	24%	23%	22%	18%	13%	6%	4%	4%	5%	11%	22%	349
Quebec	9%	5%	3%	3%	5%	4%	6%	13%	12%	5%	5% 9%	5%	59
Other Canada	7%	2%	3%	3%	3%	7%	9%	6%	6%	11%	9%	6%	5°
UNITED STATES	0.59/	0.16%	0.04%	0.000/	0.06%	0.20%	0.58%	0.61%	0.62%	0.68%	0.37%	0.50%	0.470
Connecticut Maine	0.5% 1.4%		0.04%		0.06%	0.78%		1.76%	1.92%	1.57%	1.13%		
Massachusetts	1.4%		0.20%		0.37 %	0.76%		2.48%	3.07%	1.47%	0.97%		
New Hampshire	0.8%	0.16%			0.11%	0.43%		1.01%	1.11%	0.81%	0.49%		
New Jersey	0.4%	0.12%			0.01%	0.22%		0.46%	0.69%	0.54%	0.27%		
New York	0.9%		0.06%		0.21%		0.97%	1.04%	1.45%	1.06%		0.37%	
Pennsylvania	0.4%	0.07%			0.12%	0.12%		0.49%	0.54%	0.59%		0.05%	
Rhode Island	0.2%	0.01%			0.02%	0.09%		0.28%	0.36%	0.14%		0.04%	
Vermont	0,3%	0.00%	0.03%	0.04%	0.02%	0.07%	0.30%	0.47%	0.42%	0.41%	0.23%	0.08%	0.039
Other USA	5.2%	1.31%	1.26%	1.69%	1.66%	4.03%	7.25%	6.00%	5.40%	7.31%	5.59%	1.61%	1.10
OTHER COUNTRIES													
Germany	0.4%	0.04%	0.04%	0.04%	0.05%	0.24%	0.61%	0.38%	0.40%	0.63%	0.30%	0.03%	0.049
Great Britain	0.5%	0.19%	0.08%	0.08%	0.08%	0.37%	0.64%	0.33%	0.63%	0.74%	0.46%	0.40%	0.349
Ireland	0.1%	0.00%	0.00%	0.00%	0.01%	0.05%	0.08%	0.11%	0.09%	0.07%	0.07%	0.02%	0.229
Japan	0.9%	0.16%	0.01%	0.01%	0.50%	0.71%	1.45%	0.77%	0.76%	1.45%	2.01%	0.46%	0.929
Other	1.5%		0.05%		0.57%	0.99%	3.78%	1.64%	1.33%	1.55%			0.809

OCCUPANCY		1st Quarter			2nd Quarter			3rd Quarter			4th Quarter		
~ = Not Open	YTD % Chg	Je July 1	128	No Ten	PA V	/ not	35		1 25	/ & Q	رق	₹ 2	/ %
otal # of Monthly Site Nights Available		0	0	0	0		131,439	154,647			6,860	0	0
OCCUPANCY BY REGION													
Province Wide	37%	~	~	~	~	12%	17%	57%	50%	20%	8%	~	~
North Cape Coastal Drive	27%	~	~	~	~	1%	11%	44%	36%	12%	17%	~	~
Anne's Land	42%	~	~	~	~	19%	19%	66%	55%	20%	4%	~	~
Charlotte's Shore	27%	~	~	~	~	8%	9%	37%	44%	21%	17%	~	~
Bays and Dunes	49%	~	~	~	~	0%	25%	62%	58%	33%	0%	~	~
Hills and Harbours	28%	~	~	~	~	4%	16%	39%	43%	17%	14%	~	~
OCCUPANCY BY ORIGIN													
CANADIAN PROVINCES													
New Brunswick	12%	~	~	~	~	4%	10%	14%	13%	6%	3%	~	~
Newfoundland	1%	~	~	~	~	0%	1%	2%	1%	1%	0%	~	~
Nova Scotia	12%	~	~	~	~	8%	8%	12%	14%	7%	5%	~	~
Ontario	11%	~	~	~	~	3%	7%	12%	11%	6%	11%	~	~
Prince Edward Island	37%	~	~	~	~	72%	54%	31%	34%	58%	43%	~	~
Quebec	13%	~	~	~	~	2%	6%	15%	14%	3%	2%	~	~
Other Canada	3%	~	~	~	~	4%	4%	3%	3%	4%	13%	~	~
JNITED STATES													
Connecticut	0.3%	~	~	~	~	0.0%	0.5%	0.2%	0.4%	0.3%	0.2%	~	~
Maine	1.6%	~	~	~	~	0.1%	1.6%	1.3%	2.1%	1.5%	1.2%	~	~
Massachusetts	0.8%	~	~	~	~	0.1%	1.0%	0.7%	0.9%	0.7%	0.2%	~	~
New Hampshire	0.6%	~	~	~	~	0.0%	0.5%	0.6%	0.7%	0.3%	0.0%	~	~
New Jersey	0.2%	~	~	~	~	0.1%	0.1%	0.1%	0.2%	0.1%	0.7%	~	~
New York	0.4%	~	~	~	~	0.1%	0.2%	0.3%	0.5%	0.5%	0.2%	~	~
Pennsylvania	0.3%	~	~	~	~	0.1%	0.3%	0.2%	0.3%	0.3%	0.4%	~	~
Rhode Island	0.1%	~	~	~	~	0.0%	0.0%	0.1%	0.1%	0.1%	0.0%	~	~
Vermont	0.3%	~	~	~	~	0.0%	0.7%	0.2%	0.3%	0.4%	0.0%	~	~
Other USA	5.6%	~	~	~	~	5.0%	4.0%	6.2%	4.4%	8.5%	16.8%	~	~
OTHER COUNTRIES													
Germany	0.4%	~	~	~	~	1.1%	0.6%	0.2%	0.4%	1.0%	0.2%	~	~
Great Britain	0.1%	~	~	~	~	0.1%	0.1%	0.1%	0.1%	0.2%	0.5%	~	~
Ireland	0.1%	~	~	~	~	0.0%	0.1%	0.0%	0.0%	0.2%	0.4%	~	~
Japan Other	0.0% 0.5%	~	~ ~	~	~	0.0%	0.0%	0.0%	0.0% 0.2%	0.0%	0.2% 2.6%	~	~