

The Impact Of Spending By ATV/Trailbike Travel Parties On New Hampshire's Economy During July 2002 To June 2003



Prepared for

The Granite State All-Terrain Vehicle Association

by

Dr. Mark J. Okrant and Dr. Laurence E. Goss

The Institute for New Hampshire Studies
Plymouth State University
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Introduction

For the twelve month period between July 1, 2002 and June 30, 2003, all-terrain vehicle (ATV) and trailbiking travel parties had direct spending within New Hampshire of about \$124 million, and direct and indirect spending of approximately \$176 million. The total impact on the state's economy (direct, indirect and induced impacts) of this traveler spending was approximately \$318 million. Total direct spending by ATV/trailbiking travel parties was over 0.29 percent of the gross state product and was more than 2.3 percent of all traveler spending in the state.

The average spending per visitor day by ATV/trailbiking travel parties was \$60.12 for in-state travel parties and \$46.40 for out-of-state travel parties. This average of these figures is lower than the \$70.32 spent during this same time period by all travel parties in the state. In addition to this spending during their trips, each in-state ATV/trailbike owner spent \$3,101 annually, and each out-of-state ATV/trailbike owner spent \$2,667 annually, within New Hampshire, to purchase equipment, clothing, insurance, club memberships and state license fees.

Estimating Total Direct Spending

Prison Industries at the New Hampshire Department of Corrections compiles all of the ATV and trailbike registration information for the State government. It reported that during the July 2002 to June 2003 period, 18,403 ATV's were registered by residents of the state, and 3,670 were registered by non-residents. This was a total of 22,073 ATV's. Prison Industries also reported that during this July 2002 to June 2003, period 3,437 trailbikes were registered by residents of the state, and 1,134 were registered by non-residents. This was a total of 4,571 trailbikes.

A sample of these registered ATV and trailbike owners was surveyed by the Institute for New Hampshire Studies (INHS) for the purpose of collecting information about their travel and spending activities during the July 2002 to June 2003 time period. The responses to this INHS survey (see Appendix I) indicated that New Hampshire resident households owned an average of 1.9 ATV's and one trailbike. Non-resident households owned an average of 2.2 ATV's and 1.3 trailbikes. This

means that 11,354 different households registered the 22,073 ATV's and the 4,571 trailbikes. Of these 11,354 households, 9,686 lived in New Hampshire and 1,668 lived out-of-state.

In making the following calculations, the average New Hampshire household that responded to the survey reported they had made 14.4 trips per season, while the non-resident household made 11.2 trips to New Hampshire to ride ATV's and/or trailbikes. This resulted in an estimated 139,478 party trips by New Hampshire households and 18,682 party trips by non-resident households, for a total of 158,160 party trips. This is approximately 1.8 percent of the estimated number of total party trips by all tourists and travelers in the state during the July 2002 to June 2003 time period.

The calculation of visitor days has been utilized to determine the total spending while on an ATV and/or trailbiking trip. Visitor days were calculated by multiplying the number of party trips by the average party size and the average trip length as measured in days. The INHS survey found that the average New Hampshire household spent 1.9 days per trip and non-resident households spent an average of 4.2 days per trip. The difference in trip length is due to the fact that New Hampshire households were far more likely to be on a day trip than non-resident households. The survey responses also indicated that the average travel party size for New Hampshire household was 4.6, while the non-resident household had an average party size of 4.4. The total number of visitor days for New Hampshire households was estimated to be 1,219,041 days and 345,236 days for non-resident households. This was a total of 1,564,277 visitor days and is about 2.7 percent of total estimated visitor days for this twelve month period.

The INHS ATV/trailbiking survey results showed that New Hampshire households spent an average of \$60.12 per visitor day while on the trip and non-resident households spent an average of \$46.40. When these daily rates were multiplied by the number of visitor days, then New Hampshire households spent an estimated \$71.9 million and non-resident households spent an estimated \$14.8 million in New Hampshire while on their trips. This was a total estimated trip spending of \$86.8 million. This trip spending is equal to about 2.3 percent of all visitor spending during this same twelve month period.

In addition, the survey results and federal census of business data provided the following estimates of annual spending. The 9,686 New Hampshire households spent an estimated \$3,100.59 annually on equipment, clothing, insurance, memberships and registrations, for an annual spending total of \$30.0 million. The 1,668 non-resident households spent an average of \$2,666.89 annually in New Hampshire for these goods and services, for an annual spending total of \$4.5 million. The total annual (non-trip) spending for equipment, clothing, insurance, memberships and registrations was estimated to be \$34.5 million.

Finally, the INHS survey requested information on overnight accommodations. A large share of the overnight visitors stay at second homes, condos and timeshare units that they own. Based on the INHS survey results, it was estimated that 16.0 percent of New Hampshire resident households on any ATV and/or trailbiking trip stayed at such overnight accommodations and 31.1 percent of non-resident households do as well. As a result, it is estimated that a total of 38,647 party nights were spent at second homes, condos or timeshare units, which equals 105.9 years. If it were assumed that it costs an average of \$24,000 per year to own and operate a second home, then this means that an estimated \$2.54 million was the value of such accommodations for ATV and/or trailbiking travel parties. This is a conservative value estimate, for it is based on the assumption that the second home is occupied every night of the year. The total spending while on trips, as annual costs, and for the value of lodging owned by ATV and/or trailbiking travel parties equaled \$123.8 million

Employment and Payrolls

The \$123.8 million in total ATV and/or trailbiking traveler spending for the July 2002 to June 2003 period supported 1,995 direct full and part-time jobs on an annual basis, with payrolls and other earnings of \$45.5 million. The \$51.7 million in indirect spending by traveler-supported businesses sustained an additional 384 full and part-time jobs on an annual basis, with a total payroll and earnings of an additional \$15.2 million. These 2,379 direct and indirect jobs were about 0.35 percent of all employment in the state on an annualized basis. The direct and indirect payroll was 0.21 percent of the total state-wide payroll on an annual basis. Payroll and earnings for employees directly supported by ATV and/or trailbiking traveler spending was 36.8 percent of total sales. This was higher than the

33.2 percent found for all travelers during state fiscal year 2002.

A breakout of total spending by ATV and/or trailbiking travel parties is shown in Table 1. It includes the \$86.8 million spent while the trip was under way, as well as \$34.5 million in annual spending for equipment, clothing, insurance, memberships and state registration fees. An additional \$2.5 million is included for the value of the annual ownership and operating costs of second homes, condos and timeshare units used during overnight visits.

TABLE 1

ATV/Trailbiking Travel Party Spending July 2002 To June 2003

| | Direct | % of Total |
|-----------------------|----------------|-------------------|
| Eating & Drinking | \$21.6 | 17.4 |
| Accommodations | 14.7 | 11.9 |
| Recreation | 10.0 | 8.1 |
| Food Stores | 9.5 | 7.7 |
| Other Retail Stores | 37.5 | 30.3 |
| Ground Transportation | 13.9 | 11.2 |
| Services & Other | <u>16.6</u> | <u>13.4</u> |
| Total | \$123.8 | 100.0 % |

In millions of dollars

TABLE 2

Jobs From Direct Traveler Spending July 2002 To June 2003

| | Number | % of Total |
|-------------------|---------------|-------------------|
| Eating & Drinking | 483 | 24.2 |
| Accommodations | 329 | 16.5 |
| Recreation | 164 | 8.2 |
| Food Stores | 48 | 2.4 |
| Other retail | 728 | 36.5 |
| Ground Transport | 93 | 4.7 |
| Services & Other | <u>150</u> | <u>7.5</u> |
| Total | 1,995 | 100.0 |

Table 2 shows the employment on an annual basis using the same breakout of spending that is displayed in Table 1. Table 3 summarizes and compares the spending and impacts of ATV and/or trailbiking travelers for the July 2002 to June 2003 period with all tourists and travelers in the state during that same period. The major difference in the pattern shown by the percentages is that unlike other tourists and travelers in

the state, ATV and trailbike owners must pay money directly to the state government to participate in their activity, thus the relatively high percentage of state government receipts. The slightly higher percentages for payroll in comparison with spending is due to the relatively large proportion of total purchases made by ATV and/or trailbiking travel parties at retail stores, to both purchase and repair equipment, in comparison with other travelers.

TABLE 3

Traveler Spending Impacts Summary

| | <u>ATV/ Trailbiking 2002-3</u> | <u>All Tourists 2002-3</u> | <u>% Share</u> |
|---------------------|--|------------------------------------|----------------|
| Direct Spending | \$123.8 | \$3,821 | 3.2 % |
| Direct Payroll | \$45.5 | \$1,271 | 3.6 % |
| Direct Employment | 1,995 | 61,703 | 3.2 % |
| State Gov. Receipts | \$12.4 | \$325 | 3.8 % |
| Local Gov. Receipts | \$2.5 | \$105 | 2.4 % |

Dollar amounts shown in millions

The Multiplier Effect of Economic Impacts

Table 4 shows how this direct spending by travelers spreads across all eight industrial sectors through the indirect multiplier. Indirect spending comprises monetary transactions among businesses, organizations and government agencies that supply those businesses where the original spending by the traveler has taken place. The indirect multiplier for this initial spending is \$1.42 - which means that for each dollar spent, an additional 42 cents soon will have circulated through the state's economy. This is lower than the indirect sales multiplier of 1.47 that was found for all travelers in New Hampshire during state fiscal year 2002.

Table 5 shows how this direct spending by travelers spreads across all eight industrial sectors and households through the indirect and induced multiplier. The induced multiplier includes the income of employees and owners and their spending within New Hampshire, for all of those businesses, organizations and government agencies where the direct and indirect monetary transactions occurred. The sum of the indirect and induced multipliers is \$2.57. This means, for each original dollar spent by the tourist and traveler, an additional \$1.57 was generated within the economy due to the sales, earnings and purchases of industries and households that grow out of the original purchase. This multiplier (2.57) is higher than the multiplier for most other

industries, but is slightly lower than the indirect and induced sales multiplier of 2.61 found for all travelers in the state during fiscal year 2002.

TABLE 4

Direct and Indirect ATV/Trailbiking Traveler Spending

| Sector | Direct | | Total | Percent |
|-------------------|----------------|---------------|----------------|--------------|
| | Sales | Indirect | | |
| Const/Ag/Mn/For | \$0.7 | \$4.0 | \$4.7 | 2.7 |
| Manufacturing | 0.0 | 1.1 | 1.1 | 0.6 |
| Hosp & Leisure | 46.3 | 0.5 | 46.8 | 26.7 |
| Retail Trade | 57.9 | 0.7 | 58.6 | 33.4 |
| Trans/Ut/WhTd/Inf | 0.8 | 15.9 | 16.7 | 9.5 |
| FIRE | 4.2 | 9.7 | 13.9 | 7.9 |
| Services | 6.8 | 12.0 | 18.8 | 10.7 |
| Government | 7.1 | 7.8 | 14.9 | 8.5 |
| Total | \$123.8 | \$51.7 | \$175.5 | 100.0 |

The amounts are in millions of dollars.

TABLE 5

Direct, Indirect and Induced Traveler Spending

| Sector | Direct | Indirect | Total | Percent |
|-------------------|----------------|----------------|----------------|----------------|
| | Sales | & Induced | | |
| Const/Ag/Mn/For | \$0.7 | \$8.7 | \$9.4 | 3.0 % |
| Manufacturing | 0.0 | 3.4 | 3.4 | 1.1 |
| Hosp & Leisure | 43.6 | 2.0 | 45.6 | 14.3 |
| Retail Trade | 57.9 | 23.2 | 81.1 | 25.5 |
| Trans/Ut/WhTd/Inf | 0.8 | 25.7 | 26.5 | 8.3 |
| FIRE | 4.2 | 19.1 | 23.3 | 7.3 |
| Services | 6.8 | 24.4 | 31.2 | 9.8 |
| Government | 7.1 | 14.7 | 21.8 | 6.8 |
| Households | 0.0 | 73.4 | 73.4 | 23.1 |
| Total | \$123.8 | \$194.6 | \$318.4 | 100.0 % |

The amounts are in millions of dollars.

By comparing the second data column in Table 5 with the second data column in Table 4, one can observe the impact of including the household sector. The largest impact is in retail trade (up by \$22.5 million) and services (up by \$12.4 million), those sectors in which households spend the greatest share of their incomes.

The first data column in Table 6 shows the direct employment that occurs in each economic sector as a result of 123.8 million dollars in direct traveler spending. Forty-nine percent of all jobs created (or supported) were in the hospitality and leisure sector. This was followed by 41.5 percent in retail trade; 4.4 percent in services; 4.0 percent in government; 0.9 percent in finance, insurance and real estate; 0.3 percent in the

construction, agriculture, forestry and mining sector; and 0.1 percent in the transportation, utilities, wholesale trade and information sector. Employment data used in Tables 6 and 7 are presented in full-time annual equivalent terms and are probably less than actual employment, as many people employed in hospitality and retail trade are in part-time positions.

Table 6 also shows how this direct spending by travelers spreads employment across all eight industrial sectors through the indirect multiplier effect, with the 1,995 jobs supported by the direct spending increasing to 2,379 jobs after the induced multiplier. The direct and indirect employment multiplier was 1.19 - which means that for each one hundred jobs supported by direct traveler spending, an additional 19 jobs also have been created in the state's economy. This was slightly lower than the 1.20 indirect employment multiplier found for all travelers during fiscal year 2002.

TABLE 6

Direct and Indirect Traveler Supported Employment

| Sector | Direct Jobs | Indirect Jobs | Total Jobs | Percent |
|-------------------|--------------|---------------|--------------|----------------|
| Const/Ag/Mn/For | 5 | 31 | 36 | 1.5 % |
| Manufacturing | 0 | 5 | 5 | 0.2 |
| Hosp & Leisure | 976 | 11 | 987 | 41.5 |
| Retail Trade | 827 | 4 | 831 | 34.9 |
| Trans/Ut/WhTd/Inf | 2 | 47 | 49 | 2.1 |
| FIRE | 18 | 42 | 60 | 2.5 |
| Services | 88 | 157 | 245 | 10.3 |
| Government | <u>79</u> | <u>87</u> | <u>166</u> | <u>7.0</u> |
| Total | 1,995 | 384 | 2,379 | 100.0 % |

Table 7 shows how direct employment expanded across all eight industrial sectors and households through the indirect and induced multiplier, with the 1,995 jobs supported by the direct spending increasing to 2,891 jobs after the indirect and induced multiplier. The direct, indirect and induced employment multiplier was 1.45. This means, for each original one hundred jobs supported by direct traveler spending, an additional 45 jobs were generated within the economy due to the sales, earnings and purchases of industries and households that grew out of the original direct spending. This multiplier (1.45) is not as high as for any other major industry group, as the direct traveler spending supports such a large number of jobs per million dollars spent initially in comparison with other industries. It is also slightly lower than the 1.46 indirect and induced employment multiplier found for all travelers in New Hampshire for state fiscal year 2002.

TABLE 7

Direct, Indirect and Induced Traveler Supported Employment

| Sector | Direct Jobs | Indirect & Induced | Total Jobs | Percent |
|-------------------|--------------|--------------------|--------------|----------------|
| Const/Ag/Mn/For | 5 | 67 | 72 | 2.5 % |
| Manufacturing | 0 | 14 | 14 | 0.5 |
| Hosp & Leisure | 976 | 45 | 1,021 | 35.3 |
| Retail Trade | 827 | 129 | 956 | 33.1 |
| Trans/Ut/WhTd/Inf | 2 | 76 | 78 | 2.7 |
| FIRE | 18 | 82 | 100 | 3.5 |
| Services | 88 | 319 | 407 | 14.1 |
| Government | <u>79</u> | <u>164</u> | <u>243</u> | <u>8.4</u> |
| Total | 1,995 | 896 | 2,891 | 100.0 % |

Government Revenues

The largest single source of ATV and/or trailbiking traveler spending which becomes state government revenues is the combined total of State Liquor Store and Sweepstakes sales. It is estimated that \$3.3 million in state revenues resulted from this spending. Other important forms of state revenues included: the rooms and meals tax (\$3.1 million) from direct spending for lodging, at restaurants and for taxable food store purchases; gasoline taxes and tolls (\$2.1 million); business profits taxes (\$1.3 million) and \$2.6 million in fees collected from State Parks, Fish and Game License sales, vehicle rental taxes, ATV and trailbike registrations, business fees and telephone use taxes. Total State government revenues from these fees and taxes are estimated at \$12.4 million. About 10.0 cents of every dollar spent by ATV and/or trailbiking travel parties in New Hampshire ended up directly or indirectly in the State treasury, higher than the rate of 9.8 cents for all travelers during state fiscal year 2002. This reflects a higher proportion of spending at State Liquor Stores, for Sweepstakes tickets and higher state government user fees, which is partially offset by lower rooms and meals taxes than are paid by the typical traveler.

Taxes and fees also are received by local government as a result of ATV and/or trailbike traveler spending. While some local governments operate parks and recreation facilities and airports, from which they receive ticket and admission fees paid by travelers, most local government income is from property taxes on facilities used by tourists. Approximately \$2.5 million was paid to local government in property taxes and local government fees. Only 2.0 cents from every ATV/ trailbiking travel party dollar ended up with local government, not including any transfer payments from the

State government. This is below the level of 2.4 cents from every dollar spent by all travelers in New Hampshire.

Table 8 shows the estimated breakout for both direct and indirect state and local tax receipts. There are a few taxes and fees that are collected directly by the state, such as State Liquor Store sales, highway tolls and state parks admissions. Indirect receipts are included in this table, as most State taxes on tourists are indirect taxes, such as the rooms and meals tax and the gasoline tax. These taxes are collected by businesses at the time of the direct sales transaction, but are passed through the business and onto the State. Also, almost all property taxes collected by local government are indirect taxes. Of the \$14.9 million in total State and local government direct and indirect revenues shown in Table 8, \$6.9 million was paid directly by travelers to State government and \$0.3 million was paid directly to local government. The remaining revenues were indirect and were collected directly by the business from travelers on behalf of and forwarded onto State government or are paid by businesses as part of their cost of doing business. These indirect payments total \$7.7 million and include \$5.5 million paid to State government and \$2.2 million paid to local government. Not included in these State government revenues are any payments for unemployment insurance or workman's compensation by businesses or organizations with revenues from tourists and travelers.

TABLE 8

Estimated Direct and Indirect Tax State and Local Government Tax and Fee Receipts

| | |
|---|---------------------|
| State Liquor Stores/Sweepstakes | \$3,300,000 |
| Rooms and Meals Tax | 3,100,000 |
| Gasoline Taxes and Tolls | 2,100,000 |
| ATV/Trailbike Registrations | 1,468,568 |
| Business Profits Tax | 1,340,000 |
| State Parks/Fish and Game | 550,000 |
| Other State Taxes and Fees | <u>541,432*</u> |
| Total State Government | 12,400,000 |
| Local Government Taxes and Fees | <u>2,500,000</u> |
| Total State and Local Government | \$14,900,000 |

*Includes alcohol, telecommunications, banking, insurance, and real estate transaction taxes and fees

Conclusions

Spending by ATV and/or trailbiking travel parties is an important source of revenues for State government, in terms of the percent of total spending by these travelers that end up in the State treasury. However, on a proportional spending basis, the impact on local government is not as great as for other travelers. One reason for this is, compared with other forms of vacation travel within New Hampshire, the state's residents account for a much greater proportion—approximately 82 percent—of total spending by ATV and/or trailbiking travel parties. Non-residents account for only 18 percent of ATV and/or trailbiking travel party spending, as compared to 86 percent of overall traveler spending in the state.

An increase in the number of out-of-state ATV and/or trailbiking travel parties would increase the number of overnight trips. This would lead to an increase in total visitor spending and an increase in revenues that the State would obtain from the rooms and meals taxes, the largest source of State government revenues from the typical traveler in the state. Therefore, our findings indicate that the overall economic impact from ATV and/or trailbiking travel parties within the state would be enhanced considerably by attracting substantially more out-of-state ATV and trailbiking travel parties to New Hampshire.

Appendix

Survey of Granite State All-Terrain Vehicle Association Members

GRANITE STATE ALL-TERRAIN VEHICLE ASSOCIATION SURVEY

The Institute for New Hampshire Studies mailed 1638 surveys to the entire population of New Hampshire GSATV members, which are comprised of in-state and out-of-state residents. 562 usable surveys were returned; this constitutes a 34.3 percent response rate.

Findings

The average all-terrain vehicle (hereafter referred to as ATV) or trail bike party consists of 4.5 persons, of whom the vast majority were adults.

TABLE 1

| | <i>Average Party Size</i> | | |
|--------------|---------------------------|------------|------------|
| | Total | In | Out |
| # Adults | 3.4 | 3.5 | 3.4 |
| # Children | <u>1.1</u> | <u>1.1</u> | <u>1.1</u> |
| Total | 4.5 | 4.6 | 4.4 |

An overwhelming majority of respondents to the survey were New Hampshire residents (79%); Massachusetts residents comprised the principal secondary source of responses (18%). These two states engendered ninety-seven percent of total respondents, which is consistent with the GSATV's membership breakdown.

TABLE 2

| | <i>State of Residence</i> | | |
|----|---------------------------|-----------|------------|
| | Total | In | Out |
| NH | 78.6% | 100.0% | — |
| MA | 7.7 | — | 81.1% |
| RI | 1.4 | — | 6.6 |
| VT | 1.1 | — | 4.9 |
| CT | 0.7 | — | 3.3 |
| ME | 0.5 | — | 2.5 |

Based upon responses, there is an average of two ATV's per household and one trail bike per household.

TABLE 3

Average Number of ATV's/Trail Bikes Per Household

| | Total | In | Out |
|-------------|--------------|-----------|------------|
| ATVs | 2.0 | 1.9 | 2.2 |
| Trail Bikes | 1.1 | 1.0 | 1.3 |

New Hampshire respondents averaged 14.4 ATV/trailbiking trips per season, averaging 1.9 days in length. Out-of-state respondents averaged 11.2 ATV/trailbiking trips per season, averaging 4.2 days in length. As was expected, New Hampshire respondents reported fewer ATV/trailbiking trips to out-of-state destinations, that also were of shorter duration, than their non-resident counterparts.

TABLE 4

Trips per Season in New Hampshire

| | Total | In | Out |
|------------------|--------------|-----------|------------|
| Avg. # Trips | 13.7 | 14.4 | 11.2 |
| Avg. # Days/trip | 2.4 | 1.9 | 4.2 |

TABLE 5

Trips per Season in Other States/Provinces

| | Total | In | Out |
|------------------|--------------|-----------|------------|
| Avg. # Trips | 2.5 | 2.2 | 3.8 |
| Avg. # Days/trip | 1.2 | 1.1 | 1.7 |

There were tens of places listed as primary ATV/trailbiking destinations. Those receiving the most mentions are listed in Table 6.

TABLE 6

Leading Locations Mentioned for Most Recent NH ATV/Trail Bike Trips

| | |
|--------------------------------------|----|
| Hopkinton Everett Reservoir | 67 |
| North Country ATV Club Trails | 50 |
| Rockingham Recreational Trail | 48 |
| Belknap ATV Club Trails | 45 |
| Valley Trail Association Club Trails | 25 |
| Ammonusuc Rail Trail | 24 |
| Pittsburgh | 19 |
| Millsfield Pond | 17 |
| Sullivan County Club Trails | 13 |
| Alton | 8 |
| Mount Washington | 8 |
| Sugar River Recreational Trail | 7 |

| | |
|----------------------------|---|
| Tri County Club Trails | 7 |
| Colebrook | 5 |
| Contoocook Valley Trails | 5 |
| New Durham ATV Club Trails | 5 |
| Pembroke | 5 |
| Warren | 5 |

While out-of-staters were more likely to stay overnight in New Hampshire than their ATV/trailbiking counterparts, hotels/motels, campgrounds and homes of friends or relatives were the accommodation types of choice. Typically, those staying in campgrounds spent the most nights in New Hampshire.

TABLE 7

*Rates and Average Numbers of Nights Spent at Accommodation Types
During the Most Recent ATV/Trail Bike Visit to New Hampshire*

| | <u>% of Respondents</u> | | | <u>Nights</u> | | |
|----------------------------|-------------------------|------|-------|---------------|------|------|
| | Total | In | Out | Total | In | Out |
| Hotel/motel/resort | 25.5% | 3.9% | 17.3% | 0.9 | 0.7 | 1.5 |
| Campground | 14.7 | 2.1 | 20.9 | 1.4 | 1.2 | 1.9 |
| Home of friend/relative | 9.8 | 2.1 | 23.6 | 0.9 | 0.9 | 1.0 |
| 2 nd Home/condo | 6.4 | 3.1 | 13.6 | 1.6 | 0.7 | 4.8 |
| B&B/Inn | 4.5 | 5.7 | 2.7 | 0.2 | 0.2 | <0.1 |
| Other (camp, cabin, lodge) | 2.9 | 3.4 | 2.7 | 1.1 | 0.9 | 1.8 |
| Timeshare | 0.6 | 0.2 | 1.8 | <0.1 | <0.1 | <0.1 |
| TOTAL | 24.8 | 13.1 | 25.5 | 6.0 | 4.6 | 11.1 |

The average out-of-state ATV/trailbiking party spent \$276 more than their in-state counterparts. Typically, 18-19 percent of all expenditures were made for restaurant meals and beverages. Retail, transportation, lodging and recreation fees comprised substantial proportions of expenditures by both in-state and out-of-state parties.

TABLE 8

*Average Expenditures for Entire Travel Party
During Most Recent ATV/Trail Bike Visit to NH*

| | Total | In | Out |
|------------------------|---------|----------|--------------|
| Lodging | \$95.58 | \$83.28 | \$139.00 |
| Restaurants & Beverage | 110.34 | 100.32 | 145.80 |
| State liquor store | 23.10 | 18.20 | 40.42 |
| Transportation | 93.35 | 81.71 | 134.50 |
| Recreation | 67.11 | 52.50 | 118.70 |
| Retail | | | 84.30 |
| 143.30 | | | 93.60 |
| Other | | | <u>70.60</u> |
| <u>70.29</u> | | | <u>86.29</u> |
| Total | | \$544.38 | \$515.90 |
| \$792.00 | | | |

ATV/trailbiking households reported that they expended more than one thousand dollars during the year for registration fees, club memberships, equipment and clothing and insurance.

TABLE 9

*Average Annual ATV/Trail Bike-Related
Expenditures in New Hampshire*

| | Total | In | Out |
|------------------------|-------------------|-------------------|-------------------|
| Registration fees | \$121.51 | \$108.94 | \$170.40 |
| Club memberships | 41.19 | 40.17 | 45.00 |
| Equipment and clothing | 716.00 | 675.67 | 767.95 |
| Insurance costs | <u>251.20</u> | <u>259.10</u> | <u>208.70</u> |
| Total | \$1,129.90 | \$1,083.88 | \$1,192.05 |

Additionally, the typical ATV/trailbiking household expended in excess of one hundred dollars on gasoline during their sport's season.

TABLE 10

*Average Gallons of Gasoline
Purchased During ATV/Trail Bike Season*

| | Total | In | Out |
|---------|-------|-----|-----|
| Gallons | 104 | 117 | 72 |

