

Stewardship Pay\$



The River Unites Us:
A Geotourism Conference

Stewardship Pay\$



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A stylized map of the Delaware Highlands Conservancy area. The map features a large blue area representing water, likely the Delaware Bay, and several green areas representing land. The map is outlined in white and has a soft, glowing effect.

Delaware Highlands Conservancy

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Conserving our natural heritage and quality of life in partnership with landowners and the communities of the Upper Delaware River region.

Natural Resources Conservation, Tourism, & Economic Development in Harmony



Home Values:
Homeowners want to live in close proximity to protected natural areas



Environmental Services:
Natural Areas provide value through their naturally occurring environmental processes—flood control, water cleansing, air pollution mitigation

Recreation & Health:
Our public parks, green spaces, and waterways provide recreation and exercise—reducing costs and promoting healthy living.



Economic Activity:
Protected natural areas generate a variety of economic growth including agriculture on conserved farmland, local businesses, tourist visitation, and jobs at public parks.





Saving Land Makes Cents

Tourism, Protected Lands, and Economic Development
in the Upper Delaware River Region



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Steve Morse, Ph.D.

Economist & Director of Hospitality and Tourism
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The Top 3 Reasons Why Tourism has an Important Role in the Upper Delaware River Region

- * Tourist spending generates jobs, paychecks, and local taxes
- * Tourism's new role in economic development - attracting businesses
- * Tourism generates more local spending and impacts



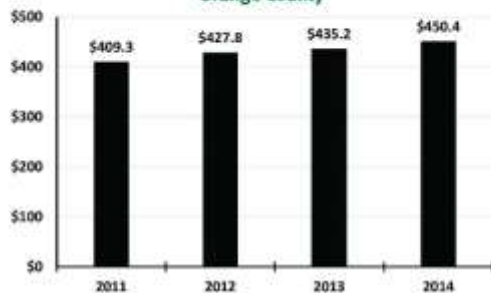
Orange County, NY

Yearly 2014 Tourist Activity in Orange County

- Generated **\$450.4 million** per year in direct tourist spending
- Produced **\$145.14 million** per year in worker income & paychecks
- Created **\$30.1 million** per year in local county tax revenues
- Created **\$24.5 million** per year in state tax revenue
- Generated **\$54.6 million** per year in combined state & local taxes
- Generated **6,482 jobs** per year
- 2014 tourist spending increased by **3.5% over 2013**. In comparison, the Hudson Valley region increased by **4.0%** over the same period.

Sources [1]

Ten Year Trend of Annual Tourist Spending
Orange County



Sources [1]

2014 Tourism Tax Relief on County Households

As a result of taxes generated by tourist spending in Orange County...

- Each of the **140,297 Orange County** households pays **\$389 less** in local and state taxes.

In other words, if tourism did not exist, each household would have to pay **\$389 more** in state and local taxes to replace the taxes generated by tourist spending.

Sources [1], [2], [3]

Sources:

[1] "The Economic Impact of Travel in New York, 2011—2014." Tourism Economics, Oxford Economics Co.

[2] Additional Analysis, Dr. Steve Morse, Western Carolina University

[3] U.S. Census Bureau, Number of household units in NY Counties, 2014

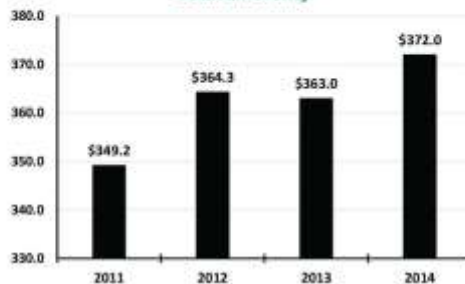
Sullivan County, NY

Yearly 2014 Tourist Activity in Sullivan County

- Generated **\$372.0 million** per year in direct tourist spending
- Produced **\$81.82 million** per year in worker income & paychecks
- Created **\$24.6 million** per year in local county tax revenues
- Created **\$20.3 million** per year in state tax revenue
- Generated **\$44.9 million** per year in combined state & local taxes
- Generated **3,149 jobs** per year
- 2014 tourist spending increased by **2.5% over 2013**. In comparison, the Catskills region also increased by **2.5%** over the same period.

Sources [1]

Ten Year Trend of Annual Tourist Spending
Sullivan County



Sources [1]

2014 Tourism Tax Relief on County Households

As a result of taxes generated by tourist spending in Sullivan County...

- Each of the **49,745 Sullivan County** households pays **\$903 less** in local and state taxes.

In other words, if tourism did not exist, each household would have to pay **\$903 more** in state and local taxes to replace the taxes generated by tourist spending.

Sources [1], [2], [3]

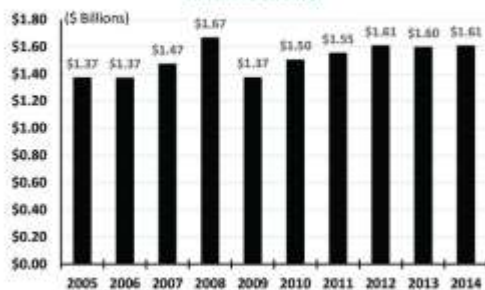
Monroe County, PA

Yearly 2014 Tourist Activity in Monroe County

- Generated **\$1.60 billion** per year in direct tourist spending
- Produced **\$400.8 million** per year in worker income & paychecks
- Generated **\$94.2 million** per year in combined state & local taxes
- Generated **12,890 jobs** per year
- 2014 tourist spending increased by **0.62%** over 2013. In comparison, the Pocono Mountain Region increased by only 0.2% over the same time period.

Sources [1]

Ten Year Trend of Annual Tourist Spending
Monroe County



Sources [1]

2014 Tourism Tax Relief on County Households

As a result of taxes generated by tourist spending in Monroe County...

- Each of the **80,720 Monroe County** households pays **\$1,166 less** in local and state taxes.
- In other words, if tourism did not exist, each household would have to pay **\$1,166 more** in state and local taxes to replace the taxes generated by tourist spending.

Sources [1], [2], [3]

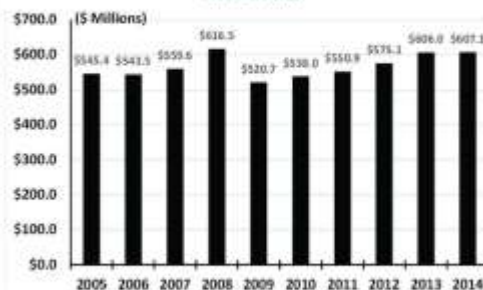
Pike County, PA

Yearly 2014 Tourist Activity in Pike County

- Generated **\$607.1 million** per year in direct tourist spending
- Produced **\$159.5 million** per year in worker income & paychecks
- Generated **\$36.1 million** per year in combined state & local taxes
- Generated **4,922 jobs** per year
- 2014 tourist spending increased by **1.42%** over 2013. In comparison, the Pocono Mountain Region increased by only 0.2% over the same time period.

Sources [1]

Ten Year Trend of Annual Tourist Spending
Pike County



Sources [1]

2014 Tourism Tax Relief on County Households

As a result of taxes generated by tourist spending in Pike County...

- Each of the **38,547 Pike County** households pays **\$936 less** in local and state taxes.
- In other words, if tourism did not exist, each household would have to pay **\$936 more** in state and local taxes to replace the taxes generated by tourist spending.

Sources [1], [2], [3]

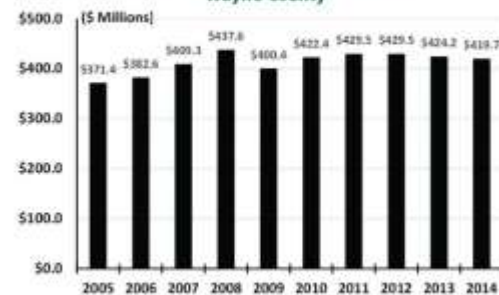
Wayne County, PA

Yearly 2014 Tourist Activity in Wayne County

- Generated **\$419.7 million** per year in direct tourist spending
- Produced **\$93.9 million** per year in worker income & paychecks
- Generated **\$23.1 million** per year in combined state & local taxes
- Generated **3,049 jobs** per year
- 2014 tourist spending decreased by **1.06%** over 2013. In comparison, the Pocono Mountain Region increased by 0.2% over the same time period.

Sources [1]

Ten Year Trend of Annual Tourist Spending
Wayne County



Sources [1]

2014 Tourism Tax Relief on County Households

As a result of taxes generated by tourist spending in Wayne County...

- Each of the **31,903 Wayne County** households pays **\$724 less** in local and state taxes.
- In other words, if tourism did not exist, each household would have to pay **\$724 more** in state and local taxes to replace the taxes generated by tourist spending.

Sources [1], [2], [3]

Sources:

[1] "The Economic Impact of Travel in Pennsylvania, 2005—2014." Tourism Economics, Oxford Economics Co.

[2] Additional Analysis, Dr. Steve Morse, Western Carolina University

[3] U.S. Census Bureau, Number of household units in PA Counties, 2014

Tourism's Economic Impact on Counties in the Upper Delaware River Region, 2014

County & State	Tourist Spending in the County (\$ Millions)	Worker Paychecks Generated by Tourism (\$ Millions)	Direct Jobs Generated by Tourist Spending	State & Local Taxes Generated by Tourist Spending (\$ Millions)
Monroe Co., PA	\$1.6 Billion	\$400.8	12,890	\$94.2
Pike Co., PA	\$607.1	\$159.5	4,922	\$36.1
Wayne Co., PA	\$419.7	\$93.9	3,049	\$23.1
Orange Co., NY	\$450.4	\$243.6	9,283	\$54.6
Sullivan Co., NY	\$372.0	\$146.2	4,525	\$44.9
TOTAL	\$3.5 Billion	\$1.04 Billion	34,669 Jobs	\$252.9 Million

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Tourism Tax Relief Per Household: Delaware Highland Conservancy Area Counties in PA & NY, 2014

"How To Say It" Guide

General Statement: (You fill in the blanks)

Each of the (Insert column #2 here) households in (YOUR) County pay (insert column #3 here) less in state and local taxes as a result of taxes generated by tourist spending in the county.

Example using Sullivan County, NY:

Each of the 49,745 households in Sullivan County pay \$903 less in state and local taxes as a result of taxes generated by tourist spending in the county.

Alternative way to say it for Sullivan County, NY:

If it were not for the state and local taxes paid by tourists visiting Sullivan County, each Sullivan County household would pay \$903 MORE in taxes to replace the taxes generated by tourist spending.

Column #1 County & State	Column #2 Total No. of Households in County, 2014	Column #3 Tourism Tax Relief per Household, 2014
Monroe Co., PA	80,720	\$1,166
Pike Co., PA	38,547	\$936
Wayne Co., PA	31,903	\$724
Orange Co., NY	140,297	\$389
Sullivan Co., NY	49,745	\$903

Sources:

- [1] "The Economic Impact of Travel in New York, 2011–2014." Tourism Economics, Oxford Economics Co. and "The Economic Impact of Travel in Pennsylvania, 2005–2014." Tourism Economics, Oxford Economics Co.
- [2] Additional Analysis, Dr. Steve Morse, Western Carolina University
- [3] U.S. Census Bureau, Number of household units in NY & PA Counties, 2014

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