







Economic Impact Study ONTARIO JUNE 14 - SEPTEMBER 2, 2013



## Methodology







**Date** 

TALL SHIPS®	1812	Tour	Locations
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Brockville TALL SHIPS® 1812 Tour

Redpath Waterfront Festival Toronto: Official Tour Launch

TALL SHIPS® Hamilton

St. Catharines 1812 TALL SHIPS® Visit

Sails on the St. Marys, Sault Ste. Marie

TALL SHIPS® 1812 Georgian Bay

Southwestern Ontario: Sails to See

June 14-16, 2013

June 20-23, 2013

June 28-30, 2013

June 29-30, 2013

July 19-21, 2013

August 16-18, 24-25, 2013

Survey technique On-site survey
Sample size 1,800 on-site surveys

### **Economic modeling**

Tourism expenditure inputs

On-site surveys

Operational expenditure inputs

Accounting records

Economic modeling

Ontario TREIM model

Note: At tour locations where tourism and operational expenditures not available, estimates were extrapolated from similar locations

## **Executive Summary**







CLICK TO VIEW I. TALL SHIPS 1812® Tour attracted more than I million visits

Many attended multiple days, resulting in estimated 680,000 unique attendees

Approximately 222,000 attendees resided more than 40km from tour stop sites

CLICK TO VIEW 2. Economic impact of TALL SHIPS® 1812 Tour estimated at \$11.5M Impact estimate derived from new event-related spending within regions Spending included event operations and spending by non-locals at tour stops

TO VIEW

**3. Tour supported employment and taxes within regions**New spending related to tour supported equivalent of 216 full-year jobs at tour stops Estimated \$5.5M in tax revenue supported by event-related spending

# Executive Summary







TO VIEW

#### 4. Tour generated thousands of hotel room nights

Overall, 50% of non-locals stayed overnight while 50% were single-day visitors Among all non-locals, the average stay length was 1.0 nights

TO VIEW

#### 5. Local residents spent millions at tour stops

Local residents spent an estimated \$12.3M while visiting TALL SHIPS® 1812 Tour stops While not economic impact, finding demonstrates local support for tour

TO VIEW

#### 6. TALL SHIPS 1812® Tour educated attendees

Respondents at tour stops asked if they learned something new about the War of 1812 Overall, 71% indicated they learned something new about the war







#### **Tour attendance**

Total number of visits	1,017,250
Total unique attendees	680,750
Number of locals (up to 40km)	459,000
Number of non-locals (beyond 40km)	221,750
Total unique attendées	680,750









Attendance by location	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Total Attendance
Total number of visits	45,000	700,000	85,000	10,000	35,000	47,500	36,500	58,250	1,017,250
Average visits per person	1.5 visits	1.5 visits	1.5 visits	1.5 visits	1.5 visits	1.5 visits	1.4 visits	1.5 visits	
Total unique attendees	30,000	466,750	56,750	6,750	23,750	31,750	26,250	38,750	680,750
Percentage local (up to 40km)	54%	71%	75%	75%	54%	38%	38%	75%	
Percentage non-local (beyond 40km)	46%	29%	25%	25%	46%	62%	62%	25%	
Number of locals (up to 40km)	16,250	331,500	42,500	5,000	12,750	12,000	10,000	29,000	459,000
Number of non-locals (beyond 40km)	13,750	135,250	14,250	1,750	11,000	19,750	16,250	9,750	221,750
Total unique attendees	30,000	466,750	56,750	6,750	23,750	31,750	26,250	38,750	680,750









### **Tour economic impact**

Initial expenditures	\$17.2M
Spending by non-local attendees	\$14.2M
Event operations	\$3.0M
GDP	\$11.5M
Direct	\$7.4M
Indirect	\$2.1M
Induced	\$2.0M
Employment supported	216
Taxes generated	\$5.5M
Federal	\$3.1M
Provincial	\$2.4M
Municipal	\$0.0M







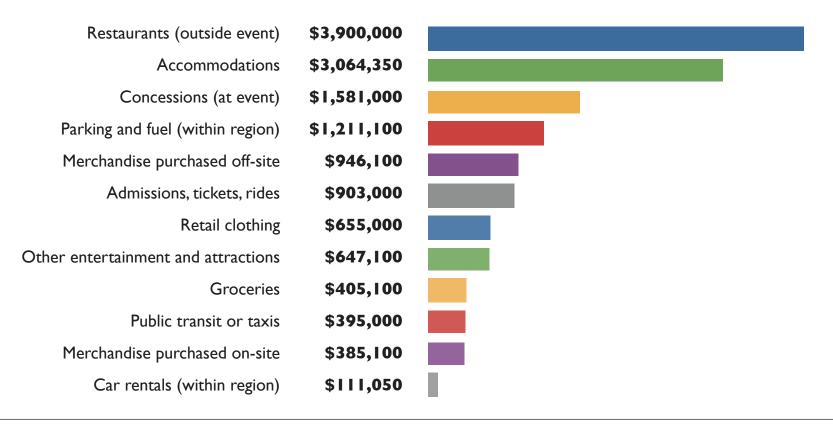
Economic impact by location	Brockville TALL SHIPS® 1812 Tour Leeds & Grenville United Counties	Redpath Waterfront Festival Toronto: Official Tour Launch Toronto	TALL SHIPS® Hamilton Hamilton	St. Catharines 1812 TALL SHIPS® Visit St. Catharines- Niagara	Sails on the St. Marys, Sault Ste. Marie Algoma	TALL SHIPS® 1812 Georgian Bay I Grey County	TALL SHIPS® 1812 Georgian Bay 2 Simcoe County	Southwestern Ontario: Sails to See Windsor	Total
Initial expenditures	\$1.4M	\$10.5M	\$1.3M	\$0.2M	\$1.1M	\$1.0M	\$0.7M	\$1.0M	\$17.2M
Spending by non-local attendees	\$1.3M	\$9.0M	\$0.9M	\$0.IM	\$1.0M	\$0.7M	\$0.6M	\$0.6M	\$14.2M
Event operations	\$0.1M	\$1.5M	\$0.4M	\$0.1M	\$0.1M	\$0.3M	\$0.1M	\$0.4M	\$3.0M
GDP	\$0.9M	\$7.5M	\$0.6M	\$0.1M	\$0.7M	\$0.7M	\$0.5M	\$0.5M	\$11.5M
Direct	\$0.6M	\$4.7M	\$0.4M	\$0.1M	\$0.5M	\$0.5M	\$0.3M	\$0.3M	\$7.4M
Indirect	\$0.2M	\$1.4M	\$0.IM	\$0.0M	\$0.1M	\$0.1M	\$0.1M	\$0.1M	\$2.1M
Induced	\$0.IM	\$1.4M	\$0.IM	\$0.0M	\$0.1M	\$0.IM	\$0.1M	\$0.1M	\$2.0M
Employment supported	18	137	- 11	2	15	14	9	10	216
Taxes generated	\$0.5M	\$3.6M	\$0.3M	\$0.0M	\$0.4M	\$0.3M	\$0.2M	\$0.2M	\$5.5M
Federal	\$0.3M	\$2.0M	\$0.2M	\$0.0M	\$0.2M	\$0.2M	\$0.1M	\$0.1M	\$3.1M
Provincial	\$0.2M	\$1.6M	\$0.1M	\$0.0M	\$0.2M	\$0.1M	\$0.1M	\$0.1M	\$2.4M
Municipal	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M







#### **Spending estimates by non-locals**



Total spending by non-locals \$14,203,900







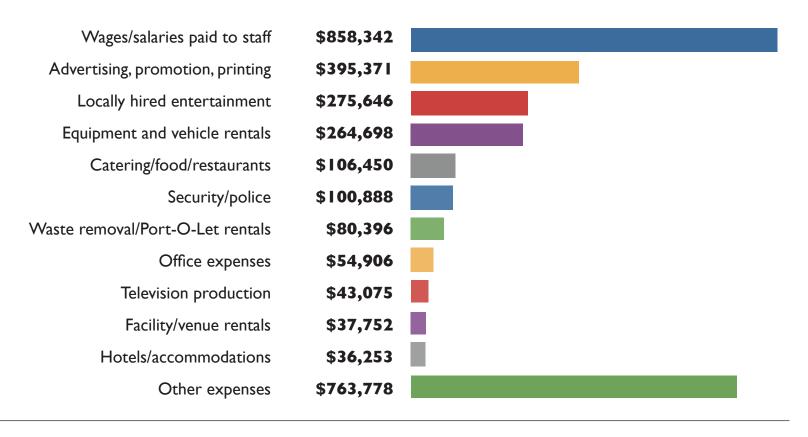
Spending estimates by non-locals	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Total
Restaurants (outside event)	\$260,000	\$2,710,000	\$103,000	\$12,000	\$206,000	\$295,000	\$244,000	\$70,000	\$3,900,000
Accommodations	\$357,000	\$2,355,000	\$38,000	\$5,000	\$283,000	\$200	\$150	\$26,000	\$3,064,350
Concessions (at event)	\$121,000	\$880,000	\$128,000	\$15,000	\$96,000	\$139,000	\$115,000	\$87,000	\$1,581,000
Parking and fuel (within region)	\$166,000	\$715,000	\$110,000	\$13,000	\$132,000	\$50	\$50	\$75,000	\$1,211,100
Merchandise purchased off-site	\$24,000	\$525,000	\$210,000	\$25,000	\$19,000	\$50	\$50	\$143,000	\$946,100
Admissions, tickets, rides	\$135,000	\$0	\$111,000	\$13,000	\$107,000	\$253,000	\$209,000	\$75,000	\$903,000
Retail clothing	\$67,000	\$355,000	\$100,000	\$12,000	\$53,000	\$0	\$0	\$68,000	\$655,000
Other entertainment and attractions	\$64,000	\$485,000	\$26,000	\$3,000	\$51,000	\$50	\$50	\$18,000	\$647,100
Groceries	\$72,000	\$200,000	\$42,000	\$5,000	\$57,000	\$50	\$50	\$29,000	\$405,100
Public transit or taxis	\$4,000	\$375,000	\$7,000	\$1,000	\$3,000	\$0	\$0	\$5,000	\$395,000
Merchandise purchased on-site	\$34,000	\$270,000	\$30,000	\$4,000	\$27,000	\$50	\$50	\$20,000	\$385,100
Car rentals (within region)	\$13,000	\$85,000	\$2,000	\$0	\$10,000	\$50	\$0	\$1,000	\$111,050
Total spending by non-locals	\$1,317,000	\$8,955,000	\$907,000	\$108,000	\$1,044,000	\$687,500	\$568,400	\$617,000	\$14,203,900







#### **Operational spending**



Total operational expenditures \$3,017,556







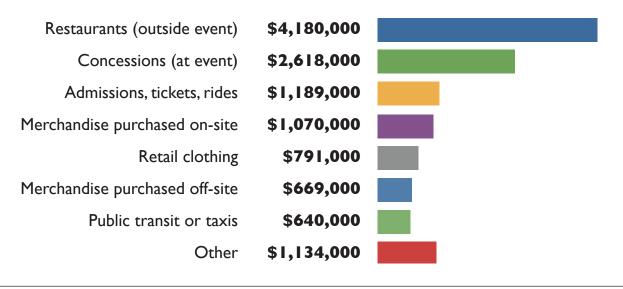
Operational spending	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: Official Tour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Total
Wages/salaries paid to staff	\$32,000	\$542,500	\$47,097	\$12,750	\$31,500	\$106,163	\$31,254	\$55,078	\$858,342
Advertising, promotion, printing	\$16,000	\$197,052	\$34,725	\$2,800	\$15,685	\$45,209	\$12,150	\$71,750	\$395,371
Locally hired entertainment	\$16,000	\$57,050	\$34,218	\$2,500	\$15,950	\$25,463	\$27,465	\$97,000	\$275,646
Equipment and vehicle rentals	\$2,000	\$87,249	\$19,097	\$600	\$1,813	\$19,740	\$9,729	\$124,470	\$264,698
Catering/food/restaurants	\$14,000	\$24,876	\$17,861	\$3,600	\$13,662	\$12,586	\$6,450	\$13,415	\$106,450
Security/police	\$6,000	\$31,849	\$17,608	\$3,500	\$5,819	\$17,226	\$12,216	\$6,670	\$100,888
Waste removal/Port-O-Let rentals	\$2,000	\$34,166	\$21,714	\$1,800	\$2,060	\$12,652	\$4,004	\$2,000	\$80,396
Office expenses	\$5,000	\$29,332	\$7,354	\$3,100	\$4,870	\$2,000	\$1,050	\$2,200	\$54,906
Television production	\$3,000	\$2,500	\$5,000	\$20,000	\$2,825	\$0	\$9,750	\$0	\$43,075
Facility/venue rentals	\$3,000	\$4,529	\$14,995	\$0	\$3,000	\$5,183	\$0	\$7,045	\$37,752
Hotels/accommodations	\$9,000	\$3,658	\$3,552	\$500	\$9,418	\$5,265	\$1,500	\$3,360	\$36,253
Other expenses	\$9,000	\$511,115	\$194,459	\$0	\$9,040	\$23,519	\$9,825	\$6,820	\$763,778
Total operational expenditures	\$117,000	\$1,525,876	\$417,682	\$51,150	\$115,642	\$275,006	\$125,393	\$389,808	\$3,017,556







#### **Spending by locals (NOT economic impact)**



Total spending by locals \$12,291,000









Spending by locals (NOT economic impact)	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Total
Restaurants (outside event)	\$52,000	\$3,530,000	\$186,000	\$22,000	\$41,000	\$122,000	\$101,000	\$126,000	\$4,180,000
Concessions (at event)	\$92,000	\$1,635,000	\$389,000	\$47,000	\$73,000	\$64,000	\$53,000	\$265,000	\$2,618,000
Admissions, tickets, rides	\$134,000	\$0	\$353,000	\$42,000	\$106,000	\$172,000	\$142,000	\$240,000	\$1,189,000
Merchandise purchased on-site	\$34,000	\$785,000	\$78,000	\$9,000	\$27,000	\$46,000	\$38,000	\$53,000	\$1,070,000
Retail clothing	\$13,000	\$500,000	\$123,000	\$15,000	\$10,000	\$25,000	\$21,000	\$84,000	\$791,000
Merchandise purchased off-site	\$16,000	\$540,000	\$22,000	\$3,000	\$13,000	\$33,000	\$27,000	\$15,000	\$669,000
Public transit or taxis	\$10,000	\$485,000	\$76,000	\$9,000	\$8,000	\$0	\$0	\$52,000	\$640,000
Other	\$9,000	\$840,000	\$130,000	\$16,000	\$7,000	\$24,000	\$20,000	\$88,000	\$1,134,000
Total spending by locals	\$360,000	\$8,315,000	\$1,357,000	\$163,000	\$285,000	\$486,000	\$402,000	\$923,000	\$12,291,000

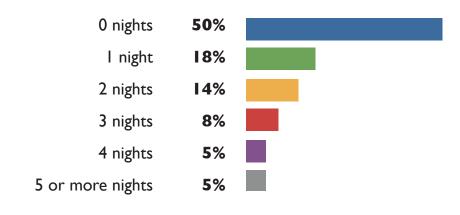








#### Overnight stays (among non-locals)



#### Average nights stayed 1.0









Overnight stays (among non-locals)	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Total
0 nights	45%	44%	77%	77%	45%	17%	17%	77%	50%
I night	32%	20%	8%	8%	32%	17%	17%	8%	18%
2 nights	17%	22%	6%	6%	17%	17%	17%	6%	14%
3 nights	4%	7%	6%	6%	4%	17%	17%	6%	8%
4 nights	2%	3%	1%	1%	2%	16%	16%	1%	5%
5 or more nights	0%	4%	2%	2%	0%	16%	16%	2%	5%
Average nights stayed	1.0	1.3	0.5	0.5	1.0	1.4	1.4	0.5	1.0



# Marketing







#### Sources of event information (Past 30 days)

Television ad or news 33% Print ad or article 27% 22% Radio ad or news 21% Sign or poster Event's web site 18% Tourism brochure or web site 12% Social networking site 9% 4% Email or e-newsletter



# Marketing







Sources of event information (Past 30 days)	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Average
Television ad or news	59%	21%	25%	25%	59%	23%	23%	25%	33%
Print ad or article	31%	64%	21%	21%	31%	15%	15%	21%	27%
Radio ad or news	33%	33%	14%	14%	33%	18%	18%	14%	22%
Sign or poster	30%	55%	10%	10%	30%	13%	13%	10%	21%
Event's web site	23%	26%	12%	12%	23%	16%	16%	12%	18%
Tourism brochure or web site	17%	15%	9%	9%	17%	8%	8%	9%	12%
Social networking site	13%	19%	6%	6%	13%	5%	5%	6%	9%
Email or e-newsletter	7%	n/a	3%	3%	7%	2%	2%	3%	4%









Redpath Waterfront Festival Toronto: Official Tour Launch

#### **Sponsor recall**

Could name at least one sponsor 61%

Could not name any sponsors 39%











Redpath Waterfront Festival Toronto: Official Tour Launch (unaided sponsor recall among those who could name sponsors)

Redpath	86%	
Nestle	10%	
Parks Canada	8%	
Nova Scotia	8%	
Toronto Star	<b>7</b> %	
Hawaiian Punch	6%	
PEI	5%	
CTV	5%	
WestJet	5%	
Sony	5%	
Toronto	5%	
Wind	4%	
President's Choice/PC Financial	4%	
Telus	2%	
360 AM	2%	
Toronto Port Authority	2%	
Corus Entertainment	2%	
Tall Ships America/Tall Ships Challenge	2%	







### Statements about event and sponsors (at Official Tour Launch)

"I would switch
brands if a company
made a meaningful
contribution to my
favourite event"

agree disagree not sure 43% 21% 35%

"I am more aware of Redpath sugar products because of this festival"

agree disagree not sure 55% 31% 14%

"I will return to the Toronto waterfront for shopping or dining"

agree disagree not sure 77% 12% 11%



agree disagree not sure 41% 35% 24%







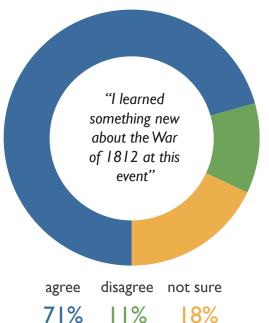
### Statements about event and sponsors (at Tour Stops)



agree disagree not sure 99% 1% 0%



agree disagree not sure 51% 21% 28%











Statements about event and sponsors (at Tour Stops)		Brockville TALL SHIPS® 1812 Tour	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Average
"I attended this event to see the Tall	agree	100%	98%	98%	100%	99%	99%	98%	99%
Ships"	disagree	0%	2%	2%	0%	0%	0%	2%	1%
	not sure	0%	0%	0%	0%	1%	1%	0%	0%
"I attended this event to see the	agree	63%	46%	46%	63%	47%	47%	46%	51%
'Wharf' 1812 interactive experience'	disagree	12%	30%	30%	12%	17%	17%	30%	21%
	not sure	25%	24%	24%	25%	36%	36%	24%	28%
"I learned something new about the	agree	84%	62%	62%	84%	71%	71%	62%	71%
War of 1812 at this event"	disagree	4%	18%	18%	4%	9%	9%	18%	11%
	not sure	12%	20%	20%	12%	20%	20%	20%	18%









**Gender** 

Male **40%** 

Female 60%

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Gender	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit		TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Average
Male	42%	48%	36%	36%	42%	39%	39%	36%	40%
Female	58%	52%	64%	64%	58%	61%	61%	64%	60%

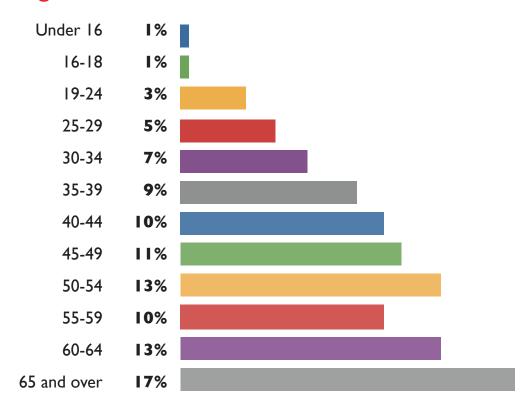




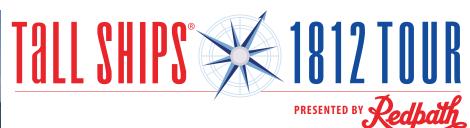




### Age categories









Age categories	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Average
Under 16	2%	0%	0%	0%	2%	0%	0%	0%	1%
16-18	1%	2%	0%	0%	1%	1%	1%	0%	1%
19-24	5%	10%	1%	1%	5%	2%	2%	1%	3%
25-29	6%	12%	3%	3%	6%	3%	3%	3%	5%
30-34	4%	14%	6%	6%	4%	6%	6%	6%	7%
35-39	10%	11%	9%	9%	10%	7%	7%	9%	9%
40-44	12%	12%	11%	11%	12%	7%	7%	11%	10%
45-49	9%	9%	13%	13%	9%	12%	12%	13%	11%
50-54	12%	11%	15%	15%	12%	13%	13%	15%	13%
55-59	8%	7%	10%	10%	8%	13%	13%	10%	10%
60-64	12%	6%	16%	16%	12%	14%	14%	16%	13%
65 and over	19%	6%	16%	16%	19%	22%	22%	16%	17%





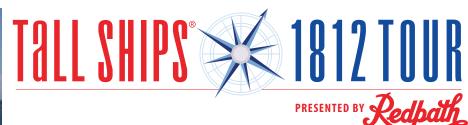


### **Current living situation**

Single with parents	6%	
Single on own	14%	
Single with children	9%	
Couple no children	19%	
Couple with children	27%	
Couple children grown	22%	
Other	3%	









Current living situation	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Average
Single with parents	10%	7%	3%	3%	10%	5%	5%	3%	6%
Single on own	15%	23%	14%	14%	15%	10%	10%	14%	14%
Single with children	19%	7%	4%	4%	19%	6%	6%	4%	9%
Couple no children	12%	21%	18%	18%	12%	25%	25%	18%	19%
Couple with children	23%	27%	32%	32%	23%	25%	25%	32%	27%
Couple children grown	17%	13%	25%	25%	17%	27%	27%	25%	22%
Other	4%	2%	4%	4%	4%	2%	2%	4%	3%

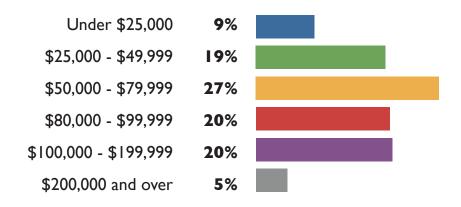








#### **Household income (before taxes)**



Household income (before taxes)	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Average
Under \$25,000	14%	13%	7%	7%	14%	4%	4%	7%	9%
\$25,000 - \$49,999	21%	18%	22%	22%	21%	14%	14%	22%	19%
\$50,000 - \$79,999	26%	22%	29%	29%	26%	28%	28%	29%	27%
\$80,000 - \$99,999	14%	14%	21%	21%	14%	27%	27%	21%	20%
\$100,000 - \$199,999	23%	21%	17%	17%	23%	22%	22%	17%	20%
\$200,000 and over	2%	12%	4%	4%	2%	5%	5%	4%	5%







#### **Place of Residence**

Locals (less than 40km) 60%

Ontario (beyond 40km) 38%

Other Provinces
Outside Canada
2%

Place of Residence	Brockville TALL SHIPS® 1812 Tour	Redpath Waterfront Festival Toronto: OfficialTour Launch	TALL SHIPS® Hamilton	St. Catharines 1812 TALL SHIPS® Visit	Sails on the St. Marys, Sault Ste. Marie	TALL SHIPS® 1812 Georgian Bay I	TALL SHIPS® 1812 Georgian Bay 2	Southwestern Ontario: Sails to See	Average
Locals (less than 40km)	54%	71%	75%	75%	54%	38%	38%	75%	60%
Ontario (beyond 40km)	42%	24%	24%	24%	42%	60%	60%	24%	38%
Other Provinces	0%	1%	0%	0%	0%	1%	1%	0%	0%
Outside Canada	4%	4%	1%	1%	4%	1%	1%	1%	2%









#### HOW TO USE THE IREPORT.

The iReport is designed to be viewed full screen using Adobe® Reader or Adobe® Acrobat. If you prefer, click the VIEW tab to switch back to regular screen mode (reveal your menu and toolbars). You can also use the ESC key to exit full screen mode.

#### HOW TO NAVIGATE THE IREPORT.

Click the index button to choose the page you want to view. Use the "previous" and "next" buttons at the bottom of each page to move forward and backward through the document.

#### HOW TO PRINT THE IREPORT.

Click the print button at the bottom of each page to open your print dialogue box. From there you can choose to print I, a range or all of the pages of this report.

#### HOW TO EXIT THE IREPORT.

Simply click the exit button at the bottom of each page to close this iReport.

