

Summary:

Tourists' expenditures in winterresorts in Norway and Norwegian participants on conferences

The present report covers three topics:

- a tourists' expenditures survey of winter tourists in Norway
- an expenditure survey of Norwegian participants in domestic conferences
- general experiences drawn upon the work with tourists' expenditures surveys in Norway

The main focus in the report is on the first topic.

During February and March 1996 two tourist expenditure surveys were conducted in Norway. One survey was carried out at four important winter resorts in Southern Norway. The other survey was carried out at the border to Sweden and at the ferry terminals in Oslo and Kristiansand. In the latter survey the tourists were asked to fill in a questionnaire just before leaving Norway after their holiday. There were over 2700 respondents in the two surveys. In the survey carried out at the border we received 471 responds (all foreigners) while in the resort survey we received close to 800 Norwegian responds in addition to 1500 foreign questionnaires.

The results from the survey carried out in the four winter resorts show that the average expenditures per guest night were 593 NOK for Norwegians' expenditures and 628 NOK for foreigners' expenditures.

Table S1. Winter tourists' expenditures in NOK per guest night by nationality and by type of accomodation. N = number of observations in the surveys.

Nationality of the tourist (type of survey)	Hotels	Cabins	All	N
Norwegians (resort)	667	625	593	782
Foreigners (resort)	702	577	628	1489
Foreigners (border)	847	493	586	471

As seen from table S1 the resort estimates for foreigners vary less than the border survey estimates. This is due to more homogeneity among the tourists in the winter resorts compared to the respondents in border survey that was conducted.

The conference survey was also conducted in March 1996. The survey was carried out in 11 conference hotels at different locations in all parts of

Norway. The survey was conducted to investigate the domestic travellers' expenditures' for such travel. The number of questionnaires received and analysed in the survey was 442. They represented, however, a variety of branches and industries.

The estimated expenditures per guest night paid by the conference tourists were 1102 NOK. In addition, the conference tourists responded that others paid 474 NOK for their attendance. Totally the conference expenditures were 1576 NOK per guest night. The average length of a conference stay was 2.7 nights. The total expenditures for Norwegians to attend a domestic conference were therefore 4247 NOK.

The third part of the report is devoted to summarizing the experiences that can be drawn from the work of tourists' expenditures surveys. This work has gone on since 1989 in two waves; one in 1989/91 and the other one recently in 1995/96.

If we just focus on the partial relative differences in the tourists' expenditures, the following pattern is observed:

- The expenditures increase by an increase in the tourist personal income and , however, not as significantly in the tourist's household income.
- The more expensive type of accommodation the tourist choose, the higher the tourists' expenditures tend to be also for other expenditures than accommodation.
- The price level on popular tourist resorts has a tendency of increasing beyond decency during a short hectic season.
- Interviews carried out at the borders gave bigger variances in the estimates compared to the estimates based upon interviews from specific winter resorts
- Tourists visiting Norway based on all inclusive tours have higher expenditures compared to individual tourists (who are similar to the inclusive tourists in all other aspects).

Still there are some types of tourists' expenditures that are not covered in our surveys. These are foreign business travel in Norway, tourists' expenditures during the shoulder seasons and Norwegians' holiday travel abroad.