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The true value of marketing research is not in the reporting of numbers or in the use of analytical techniques. The real value of marketing research is in how the numbers are interpreted and used to develop an effective marketing strategy as part of the decision-making process. We call it:

*Marketing intelligence
through research.*

**Georgia Visitor
Products Study
Historic Heartland Summary**

Conducted for



Georgia Department of
Economic Development,
Tourism Division

November 16, 2006

06-9372



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Foreword



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Foreword

Purpose

- Measure types of products Georgia visitors are interested in buying to take home from Georgia .

Methodology

- Self-administered questionnaires at state and local Welcome Centers agreeing to participate.
- Each center provided a local, knowledgeable adult to distribute and collect the questionnaires.
- 1965 questionnaires were completed during the month of July, with most locations collecting surveys over a two-day period (collection periods ranging from 1 to 3 days).



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Foreword

Locations

- 11 state centers and 29 local centers participated in this project. The number of completed surveys ranged from 54 to 117 at the state centers and from 6 to 102 at the local centers.

State Visitor Information Centers

Ringgold
Columbus
Augusta (I-20)
Valdosta
Tallapoosa
Kingsland
Savannah (I-95)
Lavonia
West Point
Plains
Sylvania

Local Welcome Centers

Dahlonega	Perry	Darien
Brunswick (I-95)	Pine Mountain	Morrow
Rabun	Augusta	Coweta County
Savannah	Andersonville	Savannah Rapids
St. Mary's	NE Georgia	Marietta
Helen	Macon Downtown	Americus
Macon Bibb	Covington/Newton	Clayton County
Fannin	Metter	Alpharetta
Brunswick (US 17)	Jekyll Island	Milledgeville
Toccoa	Warm Springs	



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Limitations

- It should be remembered that survey results are based on a sample, which is subject to "sampling error." Sampling errors arise because interviews were conducted with a sample of the population instead of with all the population. Sampling error is based on two factors: (1) the size of the sample, and (2) the actual percentage answer of a given question. The following table shows the plus or minus variation which can be expected, due to chance, with sample sizes of 100, 500, 1000 and 2000.

Sampling Error
(95% level of confidence)

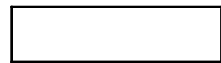
If Percentage Answer Is	Plus or Minus Variation:			
	<u>100</u>	<u>500</u>	<u>1000</u>	<u>2000</u>
5/95	± 4 pts	± 2 pts.	± 1 pts.	± 1 pts.
10/90	6	3	2	1
20/80	8	4	3	2
30/70	9	4	3	2
40/60	10	4	3	2
50/50	10	4	3	2



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Report Format

On the following pages, Management Highlights are presented, followed by the Tabular Findings. A copy of the questionnaire is presented in the appendix of the report.



Represents a number that is significantly higher.



Represents a number that is significantly lower.



Arrows are also used to indicate significant differences.

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Management Highlights



Management Highlights

- One-half of visitors to state and local visitor centers say they are interested in purchasing Georgia products to take home, especially those in larger parties including children, those staying for extended periods and those traveling for business and leisure combined (note, this combination includes mission trips).
- T-shirts are the most popular items among visitors. Food items are also of greater interest.
- Visitors will purchase items in numerous price ranges, from less than \$1.00 to over \$40.00. However, items in the \$11-20 range are most common, with 39% of the visitors saying they expect to purchase something costing that much.
- On average, the maximum Georgia visitors expect to spend in total or consider reasonable is \$54.09. Older visitors, staying for longer periods, in larger parties and traveling for both business and leisure tend to spend more.

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Detailed Findings

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I. Overall Summary



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Characteristics of Visitors and Their Trips

- Among visitors surveyed, 43% are male and 57% are female. Over three-fourths (77%) of visitors are married, and the average age is 48.5. About one-third (36%) have children at home, with an average of one child per household (0.7).
- Two in ten visitors live in Georgia, while another 20% live in Florida. As expected, the most frequently represented states are in the Southeast.
- Most visitors are not traveling alone. Close to one-half of the parties (44%) consist of two people. Only 10% of visitors are traveling by themselves.
- For most visitors, this is not their first trip to Georgia (68%). As noted earlier, an additional 20% are Georgia residents. The majority (83%) are traveling for leisure/vacation. While 30% say they will not spend any nights in the state for this trip, the average number of nights spent is 2.6.



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Visitor Characteristics

(among those answering)

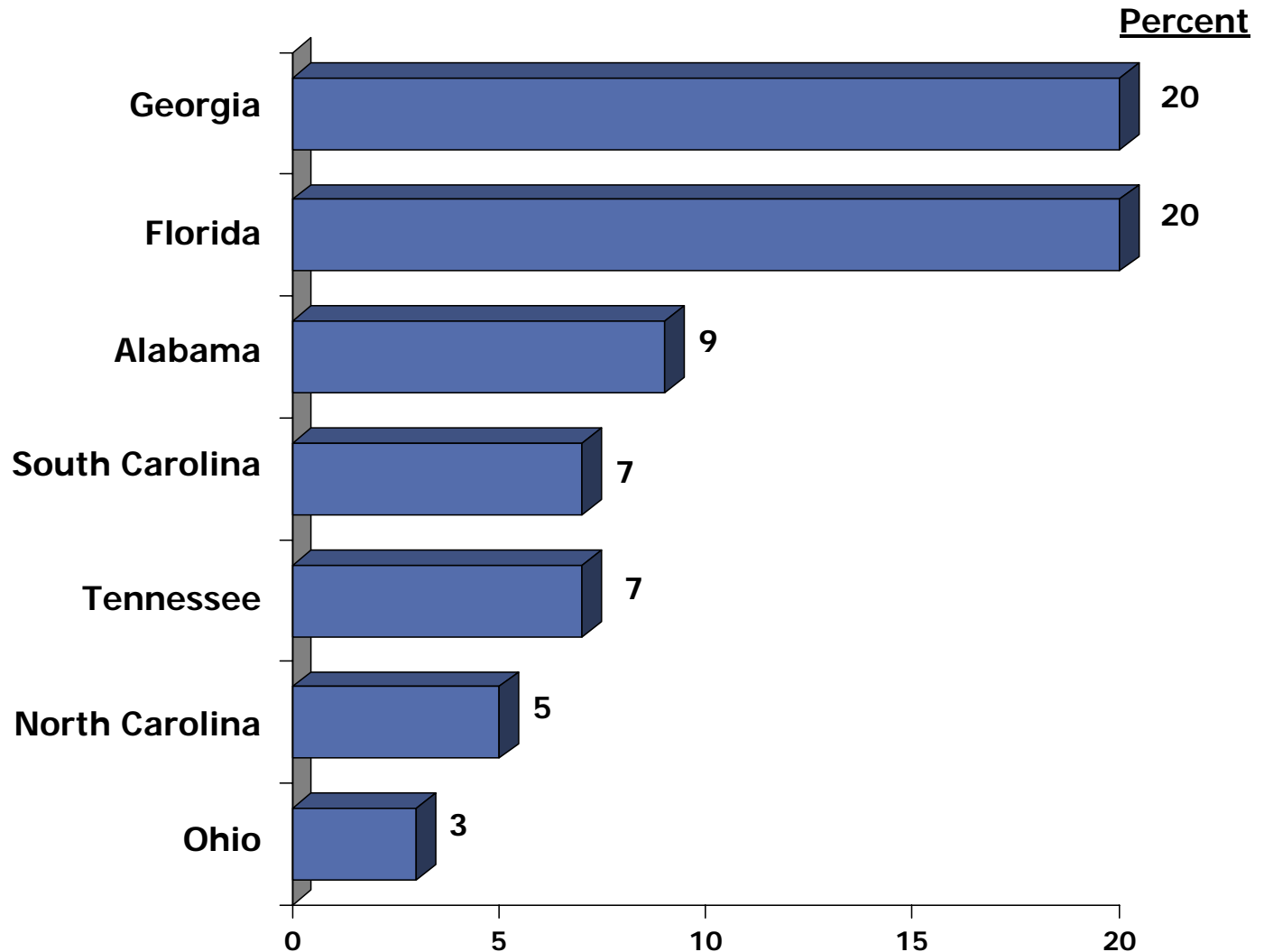
	(Base)	(1628)
<u>Gender</u>		<u>%</u>
Male		43
Female		<u>57</u>
		100
	(Base)	(1887)
<u>Married</u>		<u>%</u>
Yes		77
No		<u>23</u>
		100
	(Base)	(1555)
<u>Age</u>		<u>%</u>
18-24		5
25-34		12
35-44		22
45-54		25
55-64		24
65+		<u>12</u>
		100
<u>Average Age</u>		<u>48.5</u>
	(Base)	(1965)
<u>Children Living at Home</u>		<u>%</u>
Yes		36
No		<u>64</u>
		100
<u>Average #</u>		<u>0.7</u>



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State of Primary Residence

(among 1965 visitors)



(states/locations under 3% not shown.)

Q.1b: Where is your primary residence?



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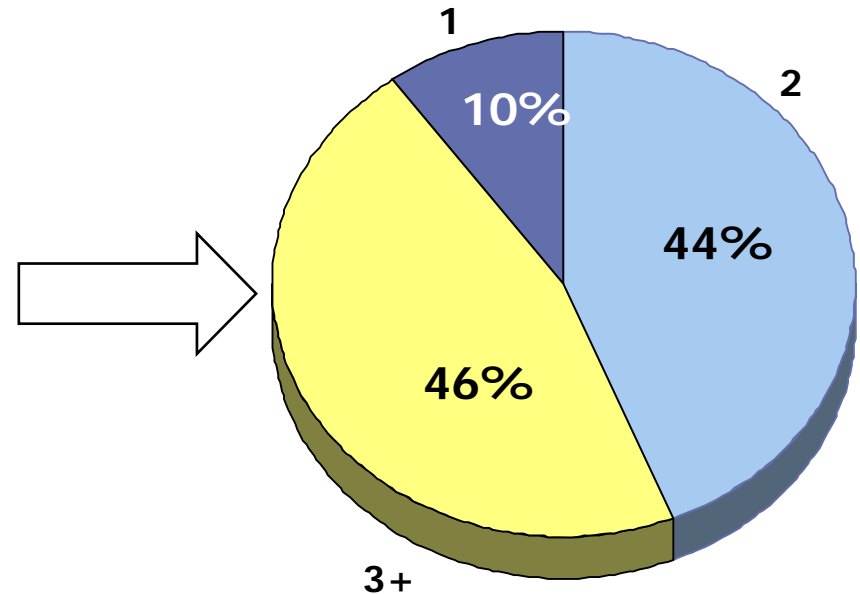
Size of Party

(among those answering)

<u>Number of Adults</u>	(Base)	(1881)
1		<u>%</u>
2		13
3+		65
		<u>22</u>
		100
<u>Average #</u>		<u>2.5</u>
<u>Median #</u>		<u>2</u>

<u>Number of Children</u>	(Base)	(755)
None		<u>%</u>
1		10
2		31
3+		32
		<u>27</u>
		100
<u>Average #</u>		<u>2.3</u>
<u>Median #</u>		<u>1</u>

Total in Party
(base = 1881)



<u>Average #</u>	<u>3.4</u>
<u>Median #</u>	<u>2</u>

Q.D3: Number of people in your party:



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Characteristics of Trip

(among those answering)

	(Base)	(1906)
<u>First Trip to Georgia</u>		<u>%</u>
Yes		12
No		68
Georgia resident		<u>20</u>
		100
	(Base)	(1876)
<u>Primary Purpose</u>		<u>%</u>
Leisure/vacation		83
Business		7
Both*		<u>10</u>
		100
	(Base)	(1847)
<u>Nights Spent in Georgia</u>		<u>%</u>
None		30
1		18
2		20
3-7		26
8+		<u>6</u>
		100
<u>Average #</u>		<u>2.6</u>
<u>Median #</u>		<u>1</u>

* Several mission trips noted.



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Interest Level in Georgia Products

- One-half of visitors to the centers state a positive interest in purchasing Georgia products like the ones listed on the survey.
- Interest is highest (extremely interested) among those with 3+ in the party, with children in the party, staying 3+ nights and traveling for both leisure and business, compared to their counterparts.
- Total positive interest is higher among females than among males, and higher among those with children at home than among those with none. Compared to their counterparts, interest is higher among those visiting Georgia for the first time and among those staying 3+ nights.



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Interest Level in Georgia Products

(among 1965 visitors)

<u>Checklist</u>	<u>%</u>
Extremely interested	13
Very interested	38
<u>Total Positive</u>	<u>51</u>
Neutral	38
Not very interested	5
Not interested at all	3
<u>Total Negative</u>	<u>8</u>
No answer	<u>3</u>
	100

Q.3: *On your trips to or through Georgia, what is your general level of interest in buying products to take home, like the ones mentioned above:*



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Interest Level in Georgia Products: By Segments

	(Base)	<u>Extremely Interested</u> %	<u>Total Positive</u> %
<u>Total Visitors</u>	(1965)	<u>13%</u>	<u>51</u>
<u>Gender</u>			
Male	(694)	10%	46
Female	(934)	14%	55
<u>Children in Home</u>			
Yes	(706)	15%	55
No	(1259)	12%	48
<u>First GA Visit</u>			
Yes	(229)	14%	↑ 58
No	(1294)	13%	50
GA resident	(383)	13%	51
<u>Nights in GA</u>			
None	(546)	12%	44
1-2	(701)	11%	52
3+	(600)	16%	59
<u>Purpose of Trip</u>			
Leisure	(1555)	12%	52
Business	(138)	11%	51
Both	(183)	20%	54
<u>Total in Party</u>			
1	(191)	8%	49
2	(830)	12%	51
3+	(860)	14%	52
<u>Children in Party</u>			
Yes	(682)	15%	54
No	(73)	12%	47

(Percentages read across.)

Q.3: *On your trips to or through Georgia, what is your general level of interest in buying products to take home, like the ones mentioned above:*



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Types of Products Purchased or Interested In

- Cumulatively, “food” items and “arts/crafts” tend to be the most popular. However, the single most popular item is a “t-shirt,” with 50% of the visitors saying they have purchased or would be interested in purchasing t-shirts on their trip to or through Georgia.



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Types of Products Purchased or Interested In

(among 1965 visitors)

	<u>%</u>
<u>Net Food</u>	<u>67</u>
Peaches	38
Pecans	36
Peanuts	34
Jams, jellies, preserves	26
Locally grown produce	21
Locally produced wine	14
<u>Net Arts/Crafts</u>	<u>66</u>
Crafts to display in your home	25
Handcrafted items	22
Crafts to give to friends, neighbors, relatives or workplace	21
Traditional crafts of the area	20
Pottery	20
Crafts to give to your children or grandchildren	19
Original art	16
Crafts made from nature material (grasses, corn husks, pine cones, dried flowers, stone)	15
Ethnic crafts	12
Art prints	11
Crafts with name or design of the area or attraction	11
Folk art	10
Designer crafts	10
Signed, marked or limited edition crafts by local artisans	10
Contemporary crafts	6
<u>Net Clothing</u>	<u>62</u>
T-shirts	50
Caps, hats	34
Other clothing with design/name of location or attraction	24

(Continue...)

Q.2: *On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?*



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Types of Products Purchased or Interested In (Continued)

(among 1965 visitors)

	<u>%</u>
<u>Net Other Specific Items</u>	<u>59</u>
Jewelry	27
Collectible items	17
Antiques	17
"Rural or country" items	14
Seasonal or holiday decorations	13
Humorous or funny items	12
Glass items	10
Leather items	7
Dolls, characters	5
<u>Net Mementos/Toys</u>	<u>56</u>
Postcards	39
Low cost mementos such as pens, bumper stickers, balloons, key chains	20
Toys or items for children	18
Toys or items for grandchildren	12
<u>Net History/Culture</u>	<u>43</u>
Books about area – history, people, attractions	34
Items related to history of the area	21
Items related to the culture and people of the area	16
Others not mentioned	9
No purchases	5
No answer	1

Q.2: On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?



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Top Ten Georgia Products

(among 1965 visitors)

	<u>%</u>
<u>Top Ten</u>	<u>%</u>
T-shirts	50
Postcards	39
Peaches	38
Pecans	36
Caps, hats	34
Books about area-history, people, attractions	34
Peanuts	34
Jewelry	27
Jams, jellies, preserves	26
Crafts to display in your home	25

Q.2: On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?



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Cost of Items Expected to Purchase

(among 1965 visitors)

- Visitors expect to purchase items in various price ranges. Four in ten (39%) expect to purchase items costing \$11-20, and one-third (34%) say they expect to buy items costing \$6-10.

<u>Checklist</u>	<u>%</u>
No items	6
Less than \$1.00 each	8
Items costing \$1-5 each	21
Items costing \$6-10 each	34
Items costing \$11-20 each	39
Items costing \$21-40 each	26
Items costing over \$40	14
No answer	3

(Multiple answers allowed.)

Q.4: On such a trip, do you usually expect to buy items costing:



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Maximum Amount Typically Spent or Considered Reasonable For Georgia Products

- On average, visitors plan to spend or consider it reasonable to spend up to \$54.09 on Georgia products.
- Younger respondents (age 18-34) tend to spend the least, compared to older visitors. Those staying longer in Georgia (3+ nights) tend to spend more than those staying fewer nights. Compared to business travelers, visitors for both leisure and business tend to spend more on these products. In addition, parties of two say they will spend more than those traveling alone.



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Maximum Amount Typically Spent or Considered Reasonable For Georgia Products

(among 1965 visitors)

<u>Checklist</u>	<u>%</u>
Would not spend any dollars on these type items	4
Up to \$10	7
Up to \$20	15
Up to \$30	10
Up to \$40	10
Up to \$50	15
Up to \$75	5
Up to \$100	13
Over \$100	14
No answer	<u>7</u>
	100
<u>Average Maximum (mean)</u>	<u>\$54.09</u>

Q.5: *What is the total maximum amount you spend, or would spend, or plan to spend, or consider reasonable for these types of these items on a Georgia trip?*

Maximum Amount Typically Spent or Considered Reasonable: By Segments

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	(Base)	Average <u>Maximum</u> (mean)
<u>Total</u>	(1965)	<u>\$54.09</u>
<u>Age</u>		
18-34	(258)	\$48.50
35-44	(343)	\$53.86
45-54	(385)	\$55.22
55+	(569)	\$55.41
<u>Nights in GA</u>		
None	(546)	\$46.37
1-2	(701)	\$53.13
3+	(600)	\$62.38
<u>Purpose of Trip</u>		
Leisure	(1555)	↓ \$54.27
Business	(138)	↓ \$49.55
Both	(183)	\$59.12
<u>Total in Party</u>		
1	(191)	↓ \$49.49
2	(830)	\$55.48
3+	(860)	\$54.78

Q.5: *What is the total maximum amount you spend, or would spend, or plan to spend, or consider reasonable for these types of these items on a Georgia trip?*

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II. State Visitor Information Center Summary



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State Visitor Information Center Summary

- When looking at the larger State Visitor Information Centers, females seem to be more frequent at Ringold, Savannah (I-95) and Lavonia, while males are most frequent in Columbus.
- Kingsland has the highest frequency of married visitors, while married visitors are least frequent in Ringold and Valdosta.
- Visitors in Columbus, Valdosta and Tallapoosa are most likely to have children at home, while those visiting in Kingsland, Savannah (I-95) and Plains are least likely.
- The average age is highest for Sylvania visitors and lowest for those visiting in Valdosta.
- Respondents in Kingsland are most likely to be first-time Georgia visitors, while those in Columbus and Sylvania are least likely.



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State Visitor Information Center Summary

- Ringold visitors are most likely to be taking a leisure trip, while those at the Columbus and Augusta (I-20) centers are least likely to be traveling just for leisure.
- Visitors in Valdosta tend to be staying the most nights in Georgia, while those in Sylvania having the lowest average nights staying in the state.
- When looking at interest for Georgia products, respondents in Lavonia are most likely to be “extremely interested,” and those in Savannah (I-95) and Plains have the lowest levels of “extreme interest.” Total positive interest is highest in Kingsland, Lavonia and Sylvania, and lowest in Columbus, Augusta (I-20), Savannah (I-95) and Plains.
- Visitors at Savannah (I-95), West Point and Sylvania tend to spend the most on products, while respondents at Columbus, Augusta (I-20) and Plains tend to spend the least.



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Visitor Characteristics

(among those answering)

	Gender		Married	Children at Home	Average Age
	<u>Male</u>	<u>Female</u>	<u>Yes</u>	<u>Yes</u>	(Mean)
<u>State Visitor Info. Center</u>					
Total	45%	55	78	40	48.3
Ringgold	36%	64	68	48	46.2
Columbus	65%	35	82	50	49.2
Augusta (I-20)	52%	48	76	37	50.5
Valdosta	40%	60	66	50	43.6
Tallapoosa	41%	59	75	52	44.2
Kingsland	47%	53	90	28	45.1
Savannah (I-95)	33%	67	84	27	52.2
Lavonia	31%	69	70	41	51.2
West Point	53%	47	82	44	47.6
Plains	50%	50	84	16	51.2
Sylvania	49%	51	83	32	53.8

(Percentages read across.)



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Characteristics of Trip

(among those answering)

<u>State Visitor Info. Center</u>	<u>First GA Trip</u>	<u>Leisure Trip</u>	<u>Avg. # of Nights in GA (Mean)</u>
Total	<u>9%</u>	<u>82</u>	<u>1.7</u>
Ringgold	6%	92	1.4
Columbus	2%	69	1.5
Augusta (I-20)	7%	72	1.4
Valdosta	14%	85	2.8
Tallapoosa	4%	84	1.7
Kingsland	33%	75	1.6
Savannah (I-95)	15%	90	1.6
Lavonia	12%	89	1.7
West Point	6%	80	1.5
Plains	4%	83	2.0
Sylvania	-	75	1.2

(Percentages read across.)



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Interest Level in Georgia Products

	(Base)	Extremely Interested	Total Positive
<u>State Visitor Info. Center</u>			
Total	(1072)	<u>12%</u>	<u>48</u>
Ringgold	(117)	11%	47
Columbus	(115)	10%	(35)
Augusta (I-20)	(109)	6%	(35)
Valdosta	(109)	16%	53
Tallapoosa	(103)	14%	48
Kingsland	(99)	12%	(75)
Savannah (I-95)	(99)	(4%)	(34)
Lavonia	(95)	(25%)	(68)
West Point	(89)	11%	44
Plains	(83)	(2%)	(35)
Sylvania	(54)	17%	(63)

(Percentages read across.)

Q.3: *On your trips to or through Georgia, what is your general level of interest in buying products to take home, like the ones mentioned above:*



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Maximum Amount Typically Spent or Considered Reasonable

	(Base)	<u>Average Maximum</u>
<u>State Visitor Info. Center</u>		
<u>Total</u>	(1072)	<u>\$50.90</u>
Ringgold	(117)	\$52.83
Columbus	(115)	\$42.95
Augusta (I-20)	(109)	\$43.75
Valdosta	(109)	\$54.30
Tallapoosa	(103)	\$53.97
Kingsland	(99)	\$53.90
Savannah (I-95)	(99)	<u>\$56.08</u>
Lavonia	(95)	\$53.82
West Point	(89)	<u>\$57.34</u>
Plains	(83)	\$31.91
Sylvania	(54)	<u>\$63.83</u>

(Percentages read across.)

Q.5: *What is the total maximum amount you spend, or would spend, or plan to spend, or consider reasonable for these types of these items on a Georgia trip?*

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III. Local Welcome Center Summary



Local Welcome Center Summary

- Participating local centers are reported separately for locations with at least 20 completed interviews.
- Centers with the highest percentages of females include Helen, Brunswick (US 17), Pine Mountain, Augusta, Metter and Jekyll Island. Male visitors are more frequent at Macon Bibb, NE Georgia and Covington/Newton.
- Macon Bibb, Toccoa, Pine Mountain and NE Georgia visitors are more likely to be married, while visitors in Augusta, Andersonville, Covington/Newton and Metter are less likely to be married.
- In St. Mary's, Macon Bibb, Fannin and Jekyll Island, visitors are more likely to have children at home, with children less likely at Brunswick (US 17), Toccoa, Perry, Pine Mountain, Andersonville and Metter.



Local Welcome Center Summary

- Visitors in Brunswick (I-95) and (US 17) tend to be older, while those visiting Andersonville, NE Georgia and Covington/Newton tend to be younger.
- First trips to Georgia are more likely at Savannah, Augusta, NE Georgia, Macon Downtown and Covington/Newton. Visitors at Toccoa, Perry, Pine Mountain and Warm Springs are less likely to be first-time visitors.
- Leisure trips are more common at Savannah, Helen, Toccoa and Pine Mountain. Leisure-only trips are less likely at Perry, Augusta and Covington/Newton.
- Visitors stopping at Dahlonega, Fannin, Pine Mountain, Macon Downtown, Jekyll Island and the other centers not reported separately tend to have higher average night stays. Stays in Georgia are shorter for those at Brunswick (I-95), Savannah, Macon Bibb, Perry, Augusta, Andersonville and NE Georgia.



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Local Welcome Center Summary

- Interest in Georgia products is strongest (extremely interested) in Rabun, Perry and NE Georgia. Extreme interest is lowest in Helen, Augusta and Andersonville. Total positive interest is highest in Rabun, Toccoa, Andersonville and NE Georgia, and lowest in St. Mary's.
- Visitors to the centers in Savannah, St Mary's, Helen and Brunswick (US 17) tend to spend the most on Georgia products, while visitors to Brunswick (I-95), Perry, Augusta, Andersonville, Macon Downtown, and Covington/Newton tend to spend the least.



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Visitor Characteristics

(among those answering)

	<u>Gender</u>		<u>Married</u>	<u>Children at Home</u>	<u>Average Age</u>
	<u>Male</u>	<u>Female</u>	<u>Yes</u>	<u>Yes</u>	(Mean)
<u>Local Welcome Center</u>					
<u>Total</u>	<u>39%</u>	<u>61</u>	<u>77</u>	<u>32</u>	<u>48.7</u>
Dahlonega	45%	55	83	38	49.3
Brunswick (I-95)	44%	56	77	23	54.0
Rabun	42%	58	73	33	44.4
Savannah	37%	63	76	25	45.4
St. Mary's	34%	66	72	42	48.6
Helen	25%	75	80	29	48.5
Macon Bibb	68%	32	89	46	50.4
Fannin	30%	70	73	46	50.2
Brunswick (US 17)	25%	75	77	22	53.0
Toccoa	35%	65	91	19	50.3
Perry	41%	59	79	15	52.6

(Percentages read across.)

(Continued...)



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Visitor Characteristics (Continued)

(among those answering)

	Gender		Married	Children at Home	Average Age
	<u>Male</u>	<u>Female</u>	<u>Yes</u>	<u>Yes</u>	(Mean)
<u>Local Welcome Center</u>					
<u>Total</u>	<u>39%</u>	<u>61</u>	<u>77</u>	<u>32</u>	<u>48.7</u>
Pine Mountain	28%	(72)	(91)	(21)	52.3
Augusta	26%	(74)	(58)	36	46.8
Andersonville	32%	68	(63)	(21)	(43.7)
NE Georgia	(75%)	25	(96)	37	(43.5)
Macon Downtown	30%	70	70	27	52.6
Covington/Newton	(61%)	39	(64)	30	(42.2)
Metter	29%	(71)	(60)	(20)	45.7
Jekyll Island	11%	(89)	85	(50)	46.8
Warm Springs	42%	58	68	38	46.0
All other	41%	59	75	33	49.1

(Percentages read across.)



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Characteristics of Trip

(among those answering)

<u>Local Welcome Center</u>	First GA Trip	Leisure Trip	Avg. # of Nights in GA
	<u>Yes</u>		(Mean)
<u>Total</u>	<u>15%</u>	<u>84</u>	<u>3.8</u>
Dahlonega	8%	92	(4.8)
Brunswick (I-95)	9%	84	(1.6)
Rabun	12%	86	3.5
Savannah	(24%)	(94)	(2.7)
St. Mary's	12%	88	3.9
Helen	18%	(98)	3.3
Macon Bibb	19%	84	(2.2)
Fannin	17%	83	(5.3)
Brunswick (US 17)	14%	81	4.3
Toccoa	(-)	(94)	3.3
Perry	(3%)	(38)	(1.3)

(Percentages read across.)

(Continued...)



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Characteristics of Trip (Continued)

(among those answering)

<u>Local Welcome Center</u>	<u>First GA Trip</u>	<u>Leisure Trip</u>	<u>Avg. # of Nights in GA (Mean)</u>
<u>Total</u>	<u>15%</u>	<u>84</u>	<u>3.8</u>
Pine Mountain	6%	94	4.8
Augusta	36%	74	2.0
Andersonville	21%	85	1.5
NE Georgia	45%	75	2.1
Macon Downtown	35%	88	5.6
Covington/Newton	33%	59	4.2
Metter	20%	90	3.6
Jekyll Island	10%	78	4.6
Warm Springs	3%	85	3.6
All other	13%	84	6.6

(Percentages read across.)



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Interest Level in Georgia Products

	(Base)	Extremely Interested	Total Positive
<u>Local Welcome Center</u>			
Total	(893)	<u>14%</u>	<u>54</u>
Dahlonega	(102)	13%	51
Brunswick (I-95)	(57)	10%	49
Rabun	(52)	<u>25%</u>	<u>77</u>
Savannah	(52)	15%	52
St. Mary's	(52)	14%	<u>44</u>
Helen	(49)	<u>6%</u>	49
Macon Bibb	(46)	17%	48
Fannin	(41)	10%	54
Brunswick (US 17)	(37)	14%	57
Toccoa	(36)	22%	<u>75</u>
Perry	(34)	<u>24%</u>	56

(Percentages read across.)

(Continued...)

Q.3: *On your trips to or through Georgia, what is your general level of interest in buying products to take home, like the ones mentioned above:*



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Interest Level in Georgia Products (Continued)

	(Base)	Extremely Interested	Total Positive
<u>Local Welcome Center</u>			
Total	(893)	14%	54
Pine Mountain	(33)	9%	46
Augusta	(31)	6%	52
Andersonville	(28)	4%	64
NE Georgia	(27)	26%	67
Macon Downtown	(26)	19%	46
Covington/Newton	(23)	9%	56
Metter	(20)	15%	50
Jekyll Island	(20)	20%	60
Warm Springs	(29)	14%	48
All other	(98)	12%	51

(Percentages read across.)

Q.3: *On your trips to or through Georgia, what is your general level of interest in buying products to take home, like the ones mentioned above:*



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Maximum Amount Typically Spent or Considered Reasonable

	(Base)	<u>Average Maximum</u>
<u>Local Welcome Center</u>		
<u>Total</u>	(893)	<u>\$57.88</u>
Dahlonega	(102)	<u>\$58.58</u>
Brunswick (I-95)	(57)	<u>\$39.62</u>
Rabun	(52)	<u>\$62.40</u>
Savannah	(52)	<u>\$66.76</u>
St. Mary's	(52)	<u>\$69.50</u>
Helen	(49)	<u>\$65.00</u>
Macon Bibb	(46)	<u>\$61.57</u>
Fannin	(41)	<u>\$61.58</u>
Brunswick (US 17)	(37)	<u>\$65.24</u>
Toccoa	(36)	<u>\$58.09</u>
Perry	(34)	<u>\$49.19</u>

(Percentages read across.)

(Continued...)

Q.5: *What is the total maximum amount you spend, or would spend, or plan to spend, or consider reasonable for these types of these items on a Georgia trip?*



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Maximum Amount Typically Spent or Considered Reasonable (Continued)

	(Base)	<u>Average Maximum</u>
<u>Local Welcome Center</u>		
<u>Total</u>	(893)	<u>\$57.88</u>
Pine Mountain	(33)	\$61.57
Augusta	(31)	(\$51.00)
Andersonville	(28)	(\$38.75)
NE Georgia	(27)	\$58.75
Macon Downtown	(26)	(\$48.23)
Covington/Newton	(23)	(\$44.76)
Metter	(20)	\$58.63
Jekyll Island	(20)	\$60.00
Warm Springs	(29)	\$55.00
All other	(98)	\$59.49

(Percentages read across.)

Q.5: *What is the total maximum amount you spend, or would spend, or plan to spend, or consider reasonable for these types of these items on a Georgia trip?*

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Appendix



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Certification Statement

Job Number: 06-9372

Job Name: Georgia Visitor Products Study

Standards

We hereby certify that the research reported herein was designed, conducted, analyzed, and reported following "*generally accepted research procedures*" as defined by The CASRO (Council of American Survey Research Organizations) Code of Standards and Code of Business Practices with regard to confidentiality, privacy, disclosure, data collection, data processing, reporting, data ownership, and storage.

CASRO's Data Collection Guidelines and Data Processing Guidelines are an integral part of our quality control process. We follow these guidelines on all MWI projects.

Objectivity

This report fairly, accurately, and objectively reflects the complete results of our research. Nothing has been omitted from the methodology, tabulations, or analytical report which would change the analysis or interpretation of the reported findings.

Use of This Research

MWI offers this research, including its Conclusions and Recommendations, as our professional judgment in understanding the marketing environment facing the client, and what we conclude and recommend based on our knowledge of the situation at hand in relation to our experience and judgment. Acceptance of this research, and action or results of actions based thereon, are the sole responsibility of the client.

This research is for the sole and exclusive proprietary use of our clients and its agents. Any use of this research in advertising, promotion, or publicity should be reviewed by The Marketing Workshop, Inc. prior to such use.

Additional Information

Additional information on any aspect of this research, in accordance with CASRO guidelines, will be provided upon request.

Submitted by:

James H. Nelems
THE MARKETING WORKSHOP, INC.
August 2006

Georgia Visitor (06-9372)
 Prepared by The Marketing Workshop, Inc. (July 2006)
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Page ----	Table -----	Title -----	Base ----	Total -----
1	1	Q.1b Where is you primary residence?	Total Sample	1965
3	2	Q.2 On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?	Total Sample	1965
9	3	Q.3 On your trips to or through Georgia, what is your general level of interest in buying products to take home, like the ones mentioned.	Total Sample	1965
10	4	Q.4 On such a trip, do you usually expect to buy items costing:	Total Sample	1965
11	5	Q.5 What is the total maximum amount you spend, or would spend, or plan to spend, or consider reasonable for these types of these items on a Georgia trip?	Total Sample	1965
12	6	Q.D1 How many nights in Georgia on this trip?	Those Answering	1847
13	7	Q.D2 Is primary purpose:	Those Answering	1876
14	8	Q.D3 Number of adults in your party:	Those Answering	1881
15	9	Q.D3 Number of children age 18 or less in your party:	Those Answering	755
16	10	Q.D3 Total number in party	Those Answering	1881
17	11	Q.D4 Age group	Those With Single Answer	1555
18	12	Q.D5. Martial status	Those With Single Answer	1887
19	13	Q.D7 Gender	Those Answering	1628
20	14	Q.D8 If not Georgia residence: First trip to Georgia.	Those Answering	1906

Georgia Visitor (06-9372)
 Prepared by The Marketing Workshop, Inc. (July 2006)
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9 Jan 2007

Table 1

Q.1b Where is your primary residence?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total	Historic	Macon	Macon		Convington	Milledgeville
		Heartland	Bibb	Perry	Downtown		
(A)	(B)	(C)	(D)	(E)	(F)	(G)	
BASE	1965 100.0	135 100.0	46* 100.0*	34* 100.0*	26* 100.0*	23* 100.0*	6** 100.0**
Florida	386 19.6	31 23.0	17 37.0b EF	9 26.5	3 11.5	2 8.7	- -
Georgia	383 19.5	33 24.4CE	- -	23 67.6BCEF	1 3.8	5 21.7Ce	4 66.7
Alabama	176 9.0	7 5.2	- -	- -	5 19.2BCD	2 8.7Cd	- -
South Carolina	145 7.4	1 0.7	- -	- -	1 3.8	- -	- -
Tennessee	129 6.6	13 9.6d	5 10.9de	- -	- -	8 34.8BCDE	- -
North Carolina	104 5.3	- -	- -	- -	- -	- -	- -
Ohio	62 3.2	6 4.4	3 6.5	1 2.9	2 7.7	- -	- -
Texas	49 2.5	2 1.5	- -	- -	2 7.7bc	- -	- -
Virginia	44 2.2	- -	- -	- -	- -	- -	- -
All Other	486 24.7	42 31.1D	21 45.7bD	1 2.9	12 46.2D	6 26.1D	2 33.3
No answer	1 0.1	- -	- -	- -	- -	- -	- -

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

9 Jan 2007

Table 1

Q.1b Where is you primary residence?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total	Historic Heartland	Macon Bibb	Macon Perry	Macon Downtown	Convington	Milledgeville
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1965	135	46*	34*	26*	23*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
SIGMA	1965	135	46	34	26	23	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
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Table 2

Q.2 On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total Heartland	Historic	Macon		Macon		Milledgeville
		Heartland	Bibb	Perry	Downtown	Convington	
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1965	135	46*	34*	26*	23*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
NET ONE OR MORE	1845	124	44	28	24	22	6
	93.9	91.9	95.7d	82.4	92.3	95.7	100.0
NET FOOD	1313	97	39	22	16	14	6
	66.8	71.9	84.8b DEF	64.7	61.5	60.9	100.0
Peaches	753	73	29	17	10	12	5
	38.3	54.1	63.0E	50.0	38.5	52.2	83.3
Pecans	697	55	23	11	9	7	5
	35.5	40.7	50.0	32.4	34.6	30.4	83.3
Peanuts	668	46	19	12	5	7	3
	34.0	34.1	41.3e	35.3	19.2	30.4	50.0
Jams, jellies, preserves	504	34	17	4	5	6	2
	25.6	25.2d	37.0D	11.8	19.2	26.1	33.3
Locally grown produce	413	30	10	9	6	2	3
	21.0	22.2	21.7	26.5	23.1	8.7	50.0
Locally produced wine	274	18	11	2	1	3	1
	13.9	13.3	23.9bD E	5.9	3.8	13.0	16.7
NET ARTS/ CRAFTS	1293	74	28	12	14	14	6
	65.8	54.8D	60.9D	35.3	53.8	60.9d	100.0
Crafts to display in your home	488	24	16	-	3	5	-
	24.8	17.8D	34.8BDE	-	11.5D	21.7D	-

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
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Table 2

Q.2 On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total Heartland	Historic	Macon		Macon		Milledgeville
		Heartland	Bibb	Perry	Downtown	Convington	
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1965 100.0	135 100.0	46* 100.0	34* 100.0*	26* 100.0*	23* 100.0*	6** 100.0**
Handcrafted items	443 22.5	28 20.7	9 19.6	4 11.8	6 23.1	7 30.4d	2 33.3
Crafts to give to friends, neighbors, relatives or workplace	418 21.3	26 19.3d	13 28.3D	2 5.9	7 26.9D	4 17.4	- -
Traditional crafts of the area	402 20.5	29 21.5	16 34.8b De	4 11.8	4 15.4	4 17.4	1 16.7
Pottery	383 19.5	24 17.8	8 17.4	5 14.7	5 19.2	3 13.0	3 50.0
Crafts to give to your children or grandchildren	376 19.1	21 15.6	10 21.7	4 11.8	2 7.7	4 17.4	1 16.7
Original art	308 15.7	14 10.4	5 10.9	2 5.9	2 7.7	1 4.3	4 66.7
Crafts made from nature material (grasses, corn husks, pine cones, dried flowers, stone)	293 14.9	15 11.1	7 15.2	2 5.9	1 3.8	4 17.4	1 16.7

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
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Table 2

Q.2 On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total Heartland	Historic Heartland	Macon Bibb	Perry	Macon Downtown	Convington	Milledgeville
		(A)	(B)	(C)	(D)	(E)	(F)
BASE	1965 100.0	135 100.0	46* 100.0	34* 100.0	26* 100.0	23* 100.0	6** 100.0
Ethnic crafts	226 11.5	11 8.1d	7 15.2D	- -	3 11.5D	1 4.3	- -
Crafts with name or design of the area or attraction	220 11.2	15 11.1	7 15.2	2 5.9	2 7.7	4 17.4	- -
Art prints	210 10.7	14 10.4	3 6.5	2 5.9	5 19.2	3 13.0	1 16.7
Folk art	203 10.3	14 10.4	7 15.2	2 5.9	1 3.8	4 17.4	- -
Designer crafts	202 10.3	7 5.2	2 4.3	- -	2 7.7	2 8.7d	1 16.7
Singed, marked or limited edition crafts by local artisans	188 9.6	11 8.1	6 13.0	1 2.9	1 3.8	2 8.7	1 16.7
Contemporary crafts	124 6.3	4 3.0	2 4.3	- -	1 3.8	1 4.3	- -
NET CLOTHING	1215	76	29	12	13	18	4
	61.8	56.3D	63.0D	35.3	50.0	78.3BDE	66.7
T-shirt	993 50.5	65 48.1	24 52.2d	11 32.4	11 42.3	16 69.6bDe	3 50.0

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
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Table 2

Q.2 On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total Heartland	Historic	Macon	Macon			Milledgeville
		Heartland	Bibb	Perry	Downtown	Convington	
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1965	135	46*	34*	26*	23*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
Caps, hats	676	43	22	5	4	11	1
	34.4	31.9D	47.8b	14.7	15.4	47.8DE	16.7
		e	DE				
Other clothing with design/ name of location or attraction	481	29	14	5	4	6	-
	24.5	21.5	30.4	14.7	15.4	26.1	-
NET OTHER	1163	70	27	10	15	16	2
SPECIFIC ITEMS	59.2	51.9D	58.7D	29.4	57.7D	69.6D	33.3
Jewelry	533	29	8	5	4	11	1
	27.1	21.5	17.4	14.7	15.4	47.8BCDE	16.7
Collectible items	329	24	6	2	7	9	-
	16.7	17.8d	13.0	5.9	26.9D	39.1BCD	-
Antiques	328	18	6	1	8	3	-
	16.7	13.3d	13.0	2.9	30.8BCD	13.0	-
"Rural or country" items	280	23	11	4	3	5	-
	14.2	17.0	23.9	11.8	11.5	21.7	-
Seasonal or holiday decorations	254	14	8	1	1	4	-
	12.9	10.4	17.4D	2.9	3.8	17.4d	-
Humorous or funny items	238	16	7	2	1	5	1
	12.1	11.9	15.2	5.9	3.8	21.7de	16.7
Glass items	187	13	6	2	2	2	1
	9.5	9.6	13.0	5.9	7.7	8.7	16.7

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 2

Q.2 On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total Heartland	Historic	Macon		Macon		Milledgeville
		Heartland	Bibb	Perry	Downtown	Convington	
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1965	135	46*	34*	26*	23*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
Leather items	130	3	1	-	1	-	1
	6.6	2.2	2.2	-	3.8	-	16.7
Dolls, characters	107	4	2	-	1	1	-
	5.4	3.0	4.3	-	3.8	4.3	-
NET MEMENTOS/	1102	65	27	11	12	11	4
TOYS	56.1	48.1	58.7D	32.4	46.2	47.8	66.7
Postcards	775	40	18	6	9	4	3
	39.4	29.6	39.1D	17.6	34.6	17.4	50.0
Low cost mementos such as pens, bumper stickers, balloons, key chains	398	21	8	2	5	6	-
	20.3	15.6	17.4	5.9	19.2	26.1D	-
Toys or items for children	362	27	11	3	5	6	2
	18.4	20.0	23.9d	8.8	19.2	26.1d	33.3
Toys or items for grandchildren	242	19	9	5	1	3	1
	12.3	14.1	19.6e	14.7	3.8	13.0	16.7
NET HISTORY/	840	67	24	9	17	11	6
CULTURE	42.7	49.6D	52.2D	26.5	65.4D	47.8	100.0
Books about area-history, people, attractions	659	51	17	6	15	8	5
	33.5	37.8D	37.0d	17.6	57.7bcd	34.8	83.3

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
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Table 2

Q.2 On your trips to or through Georgia, which of these types of items have you purchased in the past or would be interested in purchasing during your trips, to take home or give as a gift?

BASE: Total Sample

	Historic Heartland Welcome Centers							
	Total Heartland	Macon Bibb		Macon Perry		Downtown	Convington	Milledgeville
		(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1965 100.0	135 100.0	46* 100.0	34* 100.0	26* 100.0	23* 100.0	6** 100.0	
Items related to history of the area	418 21.3	32 23.7	12 26.1	5 14.7	8 30.8	5 21.7	2 33.3	
Items related to the culture and people of the area	313 15.9	22 16.3	6 13.0	4 11.8	9 34.6	2 8.7	1 16.7	
Others not mentioned	173 8.8	9 6.7	3 6.5	5 14.7E	- -	1 4.3	- -	
No purchased	101 5.1	10 7.4	2 4.3	6 17.6bc	1 3.8	1 4.3	- -	
No answer	19 1.0	1 0.7	- -	- -	1 3.8	- -	- -	
SIGMA	15789 803.5	1026 760.0	428 930.4	165 485.3	182 700.0	195 847.8	56 933.3	

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 3

Q.3 On your trips to or through Georgia, what is your general level of interest in buying products to take home, like the ones mentioned.

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total Heartland	Historic	Macon	Macon	Macon	Macon	Milledgeville
		(A)	Heartland (B)	Bibb (C)	Perry (D)	Downtown (E)	Convington (F)
BASE	1965	135	46*	34*	26*	23*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
TOP TWO BOX	998	69	22	19	12	13	3
	50.8	51.1	47.8	55.9	46.2	56.5	50.0
Extremely interested	251	25	8	8	5	2	2
	12.8	18.5	17.4	23.5	19.2	8.7	33.3
Very interested	747	44	14	11	7	11	1
	38.0	32.6	30.4	32.4	26.9	47.8	16.7
Neutral	747	54	21	9	14	7	3
	38.0	40.0	45.7d	26.5	53.8D	30.4	50.0
BOTTOM TWO BOX	167	7	2	4	-	1	-
	8.5	5.2	4.3	11.8e	-	4.3	-
Not very interested	100	4	1	3	-	-	-
	5.1	3.0	2.2	8.8	-	-	-
Not interested at all	67	3	1	1	-	1	-
	3.4	2.2	2.2	2.9	-	4.3	-
No answer	53	5	1	2	-	2	-
	2.7	3.7	2.2	5.9	-	8.7	-
SIGMA	1965	135	46	34	26	23	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 4

Q.4 On such a trip, do you usually expect to buy items costing:

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total	Historic	Macon	Macon		Convington	Milledgeville
		Heartland	Bibb	Perry	Downtown		
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1965 100.0	135 100.0	46* 100.0*	34* 100.0*	26* 100.0*	23* 100.0*	6** 100.0**
No items (0)	117 6.0	6 4.4	1 2.2	3 8.8	1 3.8	1 4.3	- -
NET ONE OR MORE	1781	123	43	29	25	20	6
	90.6	91.1	93.5	85.3	96.2	87.0	100.0
Less than \$1.00 (.50)	148 7.5	8 5.9	1 2.2	2 5.9	- -	4 17.4bCE	1 16.7
Items costing \$1.00-\$5 each (2.50)	412 21.0	32 23.7	10 21.7	4 11.8	6 23.1	9 39.1D	3 50.0
Items costing \$6.00-\$10 each (8)	672 34.2	41 30.4	15 32.6	6 17.6	7 26.9	9 39.1d	4 66.7
Items costing \$11.00-\$20 each (15.50)	760 38.7	51 37.8	13 28.3	15 44.1	11 42.3	9 39.1	3 50.0
Items costing \$21.00-\$40 each (30.50)	514 26.2	31 23.0D	13 28.3D	2 5.9	4 15.4	7 30.4D	5 83.3
Items costing Over \$40.00 each (49.50)	285 14.5	22 16.3	7 15.2	4 11.8	5 19.2	4 17.4	2 33.3
No answer	67 3.4	6 4.4	2 4.3	2 5.9	- -	2 8.7	- -
SIGMA	2975 151.4	197 145.9	62 134.8	38 111.8	34 130.8	45 195.7	18 300.0
Mean	16.52	16.95	18.17	15.29	17.97	15.06	18.78

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 5

Q.5 What is the total maximum amount you spend, or would spend, or plan to spend, or consider reasonable for these types of these items on a Georgia trip?

BASE: Total Sample

	Historic Heartland Welcome Centers						
	Total Heartland	Historic Heartland	Macon Bibb	Macon Perry	Macon Downtown	Convington	Milledgeville
		(A)	(B)	(C)	(D)	(E)	(F)
BASE	1965 100.0	135 100.0	46* 100.0	34* 100.0	26* 100.0	23* 100.0	6** 100.0
None (0)	85 4.3	4 3.0	1 2.2	1 2.9	1 3.8	1 4.3	- -
Up to \$10 (10)	142 7.2	12 8.9d	7 15.2DE	- -	- -	5 21.7bDE	- -
Up to \$20 (20)	291 14.8	18 13.3	4 8.7	9 26.5bC	3 11.5	2 8.7	- -
Up to \$30 (30)	199 10.1	16 11.9	4 8.7	6 17.6	2 7.7	4 17.4	- -
Up to \$40 (40)	198 10.1	10 7.4	1 2.2	1 2.9	5 19.2bCD	2 8.7	1 16.7
Up to \$50 (50)	290 14.8	22 16.3	6 13.0	6 17.6	8 30.8bcf	2 8.7	- -
Up to \$75 (75)	98 5.0	8 5.9	3 6.5	1 2.9	3 11.5	- -	1 16.7
Up to \$100 (100)	258 13.1	15 11.1	8 17.4	3 8.8	1 3.8	1 4.3	2 33.3
Over \$100 (112.50)	268 13.6	20 14.8	9 19.6e	4 11.8	1 3.8	4 17.4	2 33.3
No answer	136 6.9	10 7.4	3 6.5	3 8.8	2 7.7	2 8.7	- -
SIGMA	1965 100.0	135 100.0	46 100.0	34 100.0	26 100.0	23 100.0	6 100.0
Mean	54.09	54.48	61.57	49.19	48.23	44.76	90.00

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 6

Q.D1 How many nights in Georgia on this trip?

BASE: Those Answering

	Historic Heartland Welcome Centers						
	Total	Historic Heartland	Macon Bibb	Macon Perry	Macon Downtown	Convington	Milledgeville
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1847 100.0	121 100.0	44* 100.0*	29* 100.0*	24* 100.0*	20* 100.0*	4** 100.0**
None	546 29.6	34 28.1E	12 27.3E	15 51.7BCE	- -	7 35.0E	- -
1	340 18.4	20 16.5	11 25.0f	6 20.7	2 8.3	1 5.0	- -
2	361 19.5	23 19.0	11 25.0f	5 17.2	5 20.8	1 5.0	1 25.0
3	165 8.9	6 5.0	- -	- -	3 12.5Cd	3 15.0bCD	- -
4	133 7.2	10 8.3	3 6.8	- -	4 16.7D	2 10.0d	1 25.0
5	71 3.8	5 4.1	3 6.8	1 3.4	- -	- -	1 25.0
6+	231 12.5	23 19.0	4 9.1	2 6.9	10 41.7BCD	6 30.0CD	1 25.0
SIGMA	1847 100.0	121 100.0	44 100.0	29 100.0	24 100.0	20 100.0	4 100.0
Mean	2.64	3.05D	2.18	1.28	5.63BCD	4.15CD	4.50
Std. Dev.	5.95	3.78	2.65	2.23	4.26	5.24	2.08
Std. Err.	0.14	0.34	0.40	0.41	0.87	1.17	1.04
Median	1	1	1	-	4BcD	2Bd	5

Proportions/Means: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 7

Q.D2 Is primary purpose:

BASE: Those Answering

	Historic Heartland Welcome Centers						
	Total	Historic	Macon		Macon		Milledgeville
		Heartland	Bibb	Perry	Downtown	Convington	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	
BASE	1876	129	43*	32*	26*	22*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
Leisure/vacation	1555	89	36	12	23	13	5
	82.9	69.0D	83.7b	37.5	88.5BDF	59.1	83.3
			DF				
Business	138	19	2	11	-	5	1
	7.4	14.7cE	4.7	34.4BCE	-	22.7CE	16.7
Both	183	21	5	9	3	4	-
	9.8	16.3	11.6	28.1c	11.5	18.2	-
SIGMA	1876	129	43	32	26	22	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Proportions/Means: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 8

Q.D3 Number of adults in your party:

BASE: Those Answering

	Historic Heartland Welcome Centers						
	Total	Historic Heartland	Macon Bibb	Macon Perry	Macon Downtown	Convington	Milledgeville
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1881	129	45*	32*	24*	22*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
TOTAL MENTIONS	1881	129	45	32	24	22	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1	250	19	5	8	-	6	-
	13.3	14.7E	11.1e	25.0E	-	27.3E	-
2	1228	79	31	19	14	9	6
	65.3	61.2f	68.9F	59.4	58.3	40.9	100.0
3	177	13	6	2	2	3	-
	9.4	10.1	13.3	6.3	8.3	13.6	-
4	134	10	2	1	3	4	-
	7.1	7.8	4.4	3.1	12.5	18.2cd	-
5	27	1	1	-	-	-	-
	1.4	0.8	2.2	-	-	-	-
6+	65	7	-	2	5	-	-
	3.5	5.4	-	6.3c	20.8BCF	-	-
SIGMA	1881	129	45	32	24	22	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Mean	2.52	2.36	2.18	2.13	3.25BCDF	2.23	2.00
Std. Dev.	2.99	1.24	0.78	1.21	1.82	1.07	0.00
Std. Err.	0.07	0.11	0.12	0.21	0.37	0.23	0.00
Median	2	2	2	1	2B	2b	2

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 9

Q.D3 Number of children age 18 or less in your party:

BASE: Those Answering

	Historic Heartland Welcome Centers						
	Total	Historic	Macon	Macon		Convington	Milledgeville
		Heartland	Bibb	Perry	Downtown		
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	755	38*	20*	6**	4**	6**	2**
	100.0	100.0*	100.0*	100.0**	100.0**	100.0**	100.0**
None	73	3	1	2	-	-	-
	9.7	7.9	5.0	33.3	-	-	-
TOTAL MENTIONS	682	35	19	4	4	6	2
	90.3	92.1	95.0	66.7	100.0	100.0	100.0
1	231	14	5	2	3	4	-
	30.6	36.8	25.0	33.3	75.0	66.7	-
2	244	14	9	-	1	2	2
	32.3	36.8	45.0	-	25.0	33.3	100.0
3	124	5	4	1	-	-	-
	16.4	13.2	20.0	16.7	-	-	-
4	36	1	-	1	-	-	-
	4.8	2.6	-	16.7	-	-	-
5	10	1	1	-	-	-	-
	1.3	2.6	5.0	-	-	-	-
6+	37	-	-	-	-	-	-
	4.9	-	-	-	-	-	-
SIGMA	755	38	20	6	4	6	2
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Mean	2.33	1.74	2.00	1.50	1.25	1.33	2.00
Std. Dev.	3.04	1.06	1.08	1.64	0.50	0.52	0.00
Std. Err.	0.11	0.17	0.24	0.67	0.25	0.21	0.00
Median	1	1	1	1	1	1	2

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 10

Q.D3 Total number in party

BASE: Those Answering

	Historic Heartland Welcome Centers						
	Total	Historic	Macon	Macon		Convington	Milledgeville
		Heartland	Bibb	Perry	Downtown		
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1881	129	45*	32*	24*	22*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
TOTAL MENTIONS	1881	129	45	32	24	22	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1	191	16	4	7	-	5	-
	10.2	12.4e	8.9	21.9E	-	22.7E	-
2	830	53	17	16	11	5	4
	44.1	41.1	37.8	50.0f	45.8	22.7	66.7
3	252	22	9	4	3	6	-
	13.4	17.1	20.0	12.5	12.5	27.3	-
4	306	21	6	2	5	6	2
	16.3	16.3	13.3	6.3	20.8	27.3D	33.3
5	129	6	6	-	-	-	-
	6.9	4.7	13.3bDef	-	-	-	-
6+	173	11	3	3	5	-	-
	9.2	8.5	6.7	9.4	20.8bcF	-	-
SIGMA	1881	129	45	32	24	22	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Mean	3.45	2.88	3.07d	2.41	3.46bDf	2.59	2.67
Std. Dev.	4.44	1.48	1.48	1.41	1.77	1.14	1.03
Std. Err.	0.10	0.13	0.22	0.25	0.36	0.24	0.42
Median	2	2	2	2	2B	2B	2

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
* small base; ** very small base (under 20) ineligible for sig testing

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Table 11

Q.D4 Age group

BASE: Those With Single Answer

	Historic Heartland Welcome Centers						
	Total	Historic	Macon		Macon		Milledgeville
		Heartland	Bibb	Perry	Downtown	Convington	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	
BASE	1555	109	34*	29*	20*	20*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
NET ONE OR MORE	1555	109	34	29	20	20	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
18-24 (21)	78	5	-	-	2	3	-
	5.0	4.6	-	-	10.0cd	15.0bCD	-
25-34 (29.5)	180	13	4	4	-	5	-
	11.6	11.9	11.8	13.8e	-	25.0E	-
35-44 (39.5)	343	22	10	3	3	4	2
	22.1	20.2	29.4d	10.3	15.0	20.0	33.3
45-54 (49.5)	385	21	5	7	4	2	3
	24.8	19.3	14.7	24.1	20.0	10.0	50.0
55-64 (59.5)	374	31	9	10	7	4	1
	24.1	28.4	26.5	34.5	35.0	20.0	16.7
65+ (69.5)	195	17	6	5	4	2	-
	12.5	15.6	17.6	17.2	20.0	10.0	-
SIGMA	1555	109	34	29	20	20	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Mean	48.46	49.75	50.38	52.60F	52.65F	42.22	47.83
		F	f				
Std. Dev.	13.50	14.06	13.34	12.85	14.56	16.19	7.53
Std. Err.	0.34	1.35	2.29	2.39	3.25	3.62	3.07

Proportions/Means: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 12

Q.D5. Martial status

BASE: Those With Single Answer

	Historic Heartland Welcome Centers						
	Total	Historic Heartland	Macon Bibb	Macon Perry	Macon Downtown	Convington	Milledgeville
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1887	128	44*	33*	23*	22*	6**
	100.0	100.0	100.0*	100.0*	100.0*	100.0*	100.0**
NET ONE OR MORE	1887	128	44	33	23	22	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Married	1458	100	39	26	16	14	5
	77.3	78.1	88.6e	78.8	69.6	63.6	83.3
			F				
Not Married	429	28	5	7	7	8	1
	22.7	21.9	11.4	21.2	30.4c	36.4C	16.7
SIGMA	1887	128	44	33	23	22	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 13

Q.D7 Gender

BASE: Those Answering

	Historic Heartland Welcome Centers						
	Total	Historic Heartland	Macon Bibb	Macon Perry	Macon Downtown	Convington	Milledgeville
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1628	118	40*	32*	23*	18**	5**
	100.0	100.0	100.0*	100.0*	100.0*	100.0**	100.0**
TOTAL MENTIONS	1628	118	40	32	23	18	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Male	694	60	27	13	7	11	2
	42.6	50.8e	67.5b	40.6	30.4	61.1	40.0
			DE				
Female	934	58	13	19	16	7	3
	57.4	49.2c	32.5	59.4C	69.6bC	38.9	60.0
SIGMA	1628	118	40	32	23	18	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing

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Table 14

Q.D8 If not Georgia residence: First trip to Georgia.

BASE: Those Answering

	Historic Heartland Welcome Centers						
	Total	Historic Heartland	Macon Bibb	Macon Perry	Macon Downtown	Convington	Milledgeville
	(A)	(B)	(C)	(D)	(E)	(F)	(G)
BASE	1906 100.0	129 100.0	42* 100.0	34* 100.0*	26* 100.0*	21* 100.0*	6** 100.0**
Yes	229 12.0	25 19.4D	8 19.0D	1 2.9	9 34.6bD	7 33.3D	- -
No	1294 67.9	71 55.0D	34 81.0B	10 29.4	16 61.5D	9 42.9	2 33.3
			DeF				
Georgia resident	383 20.1	33 25.6CE	-	23 67.6BCEF	1 3.8	5 23.8CE	4 66.7
SIGMA	1906 100.0	129 100.0	42 100.0	34 100.0	26 100.0	21 100.0	6 100.0

Proportions/Mean: Columns Tested (5%, 10% risk level) - B/C/D/E/F/G
 * small base; ** very small base (under 20) ineligible for sig testing