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**HANMI OCCUPANCY AT 36% IN DECEMBER 2023
Average Occupancy Up 12% in Calendar Year 2023**

SAIPAN, NORTHERN MARIANA ISLANDS – The Hotel Association of the Northern Mariana Islands (HANMI) reported 36 percent average occupancy rate among its 11 member hotels for December 2023, a 12 percent increase compared to 24 percent average occupancy among 14 hotels in December 2022.

A total of 26,146 of 71,801 available room nights sold during December 2023, a 43% increase compared to 18,327 of 76,561 available rooms sold in December 2022. Average room rates were \$144.73 compared to \$150.70 last December.

Overall, in Calendar Year 2023, average hotel occupancy among HANMI member hotels was 38% compared to 27% in 2022. In 2023, the average room rate was \$142.91 compared to \$145.88 in 2022.

In December 2023, there were a total of 97 flights to The Marianas, marking a significant increase of 73% compared to 58 flights in December 2022. December is a high travel period due to holiday and school break travel, especially for families, resulting in more rooms sold.

“On average, HANMI member hotels are still well below the industry benchmark of 80% occupancy to be profitable,” said HANMI Chairman Dennis Seo. “Strengthening The Marianas’ competitiveness as a tourism destination and diversifying our source markets are crucial elements for economic recovery. We are optimistic about the potential benefits of the EVS-TAP program for visitors from China, which we fully support. In addition, we are advocating for the reinstatement of Annex VI by the U.S Department of Transportation, which would allow Chinese carriers to provide flight service to Saipan without restriction on passenger flight numbers.”

“Furthermore, we are optimistic about the successful resumption of Hong Kong Airlines operations, which we understand is currently in the final stage of approval, with expectations for operations to resume in late March,” said Seo. “And we are pleased at the extension of Asiana flight service from Seoul through June 2024. Overall, 2024 is looking to be a year of moderate recovery for the industry with these factors.”

As major contributors to the Marianas tourism economy, HANMI member hotels generated an estimated \$8.3 million in local taxes for 2023, 69% more compared to last year's \$4.9 million (based solely on gross room sales and a 15% hotel occupancy tax, excluding other sales revenue). Additionally, HANMI provided approximately 1,500 direct jobs in 2023, excluding outsourced manpower.

Hotels included in HANMI's monthly statistical report are Aqua Resort Club, Aquarius Beach Tower, Century Hotel, GrandVrio Resort Saipan, Crowne Plaza Resort Saipan, Hyatt Regency Saipan, Kanoa Resort Saipan, Kensington Hotel Saipan, Saipan World Resort, Surfrider Resort Hotel, and Pacific Islands Club Saipan.

The Hotel Association of the Northern Mariana Islands was established in 1985 as a professional forum for the hospitality industry of The Marianas. HANMI also makes regular charitable donations to support non-profit organizations and tourism-related government projects. HANMI Membership is open to all qualified hotels and other lodging properties for tourists and affiliated business. Membership applications are available at www.saipanhotels.org.

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