



STATEMENT OF

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ON

CRUISE SHIP SAFETY: EXAMINING POTENTIAL STEPS FOR  
KEEPING AMERICANS SAFET AT SEA

BEFORE THE

U.S. SENATE

COMMITTEE ON COMMERCE, SCIENCE, AND  
TRANSPORTATION

SUBCOMMITTEE ON SURFACE TRANSPORTATION AND  
MERCHANT MARINE INFRASTRUCTURE, SAFETY, AND  
SECURITY ON

JUNE 19, 2008

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## **INTRODUCTION**

My name is Terry Dale. I am president and chief executive officer of the Cruise Lines International Association (CLIA), which has its headquarters in Fort Lauderdale, Florida.

My association represents 24 cruise lines, whose vessels range in size from 50 passengers to 4,000 passengers. Our membership also includes 16,500 travel agencies and more than 100 business partners who provide a vast range of products and services to the cruise industry. These businesses are located throughout the U.S. and create thousands of jobs.

We have representatives and letters from the American Society of Travel Agents (ASTA), National Business Travel Association (NBTA), National Association of Cruise Only Agencies (NACOA) and the National Association of Commissioned Travel Agents. Each of these organizations attests to peoples' personal experiences with cruising and their views that it is a very safe experience.

In the audience today is Bill Walsh, President of Cruise Travel Outlet, who met with staff last week and shares a long affiliation with Massachusetts and the cruise industry.

Travel agents like Bill Walsh are our front line partners. Travel agents are among the very first to hear if there is a serious incident, or for that matter, almost any kind of incident aboard a ship.

Bill readily acknowledges that the cruise industry has a 95 percent satisfaction rating. In fact, in the 20 years he has been selling cruises, he has never received a call from a passenger claiming to have experienced a serious crime.

The purpose of this hearing is to examine cruise ship safety, and specifically “potential steps for keeping Americans safe at sea.”

This is an excellent subject, and many “steps” have already been taken. I appreciate the opportunity to provide an update and address some of the misunderstandings I believe exist.

I am pleased to be on a panel with Ken Carver, a member of CLIA’s Survivor Working group and a person I have had an ongoing dialogue regarding cruise ship security. I am pleased that Evelyn Fortier of RAINN is also on the panel. I have great respect for RAINN and the wonderful resource that their association provides to victims of sexual assault. I look forward to having a dialogue with RAINN.

The cruise industry’s number one priority is safety of its passengers and crew.

Quite simply, Americans are extremely safe at sea today.

In many ways, well documented by statistics and other evidence, Americans are much safer in the well protected environment of a cruise ship than they are on land.

Our industry has no higher priority –no stronger commitment– than to maintaining our excellent record for the safety and security of all passengers.

Why, then, have these questions about safety even been raised?

I believe there are three principal reasons.

1. Our care and compassion in the past toward those who have suffered injury or loss has not always been satisfactory. We have made great strides over the past two years to improve our procedures, to provide more support to those who have been injured or families that have been affected; and we are committed to continuing these efforts.
2. We are the only travel industry required by law to immediately report any serious incident or even allegation to federal authorities; in this case, the FBI and the U.S. Coast Guard.
3. When unfortunate incidents have occurred they typically receive far more publicity than comparable incidents in land-based settings.

There have been four House hearings on this issue, the most recent in September 2007 and since that hearing:

- We have held two more two all-day meetings with the working group of family members and their representatives to share and exchange ideas and recommendations. These meetings have provided a forum by which the families have heard directly from the FBI, the U.S. Coast Guard and the U.S. Attorneys Office. Our last meeting in Miami was held over several days and representatives of these agencies gave detailed briefings and answered many questions. The FBI also met with our group in November and discussed a new security training DVD that they were developing expressly for use by the cruise lines. Separately and during the Miami meeting the working group also addressed about 50 recommendations that had been put forward by the families.)
- Our major cruise lines now use the previously mentioned FBI-provided DVD for security training. The DVD offers FBI instruction on: initial response to a crime scene; securing a crime scene; crime scene photography and evidence collection.
- Two of CLIA's largest cruise lines have their security training programs certified by Lloyds Register, an internationally recognized security organization and a UK government program through Security Industry Authority.
- This spring CLIA sponsored the Family Assistance Foundation symposium in Atlanta, where a panel of survivors shared ideas and experiences with the audience.
- Our member lines' guest care programs have trained more than 1000 employees, bringing the total to date to more than 3000.

## **CRIME REPORTING**

With respect to the reporting of such incidents, both the FBI and the U.S. Coast Guard have testified that the system is working efficiently.

Last September, Rear Admiral Wayne Justice, Assistant Commandant of the U.S. Coast Guard, testified to the House Subcommittee on Coast Guard and Maritime Transportation, and said: “We see no emerging requirement for legislative change regarding the incident reporting requirements.”

He added that there were no known incidences of shipboard crimes going unreported.

Clearly, if the authorities were receiving reports from others that had gone unreported by the industry, the authorities would know this. As an aside, in this day and age of cell phones, camera phones and Wi-Fi cafes, the likelihood that a serious incident would go unnoticed, let alone unreported, would be very rare.

The House hearings also demonstrated that crime on cruise ships is extremely rare. Based on FBI reports from a six month period, the Coast Guard Subcommittee in its September 2007 hearing memo noted that there were fewer than point zero one percent (0.01%) of passengers had been involved in a reported incident during that time period.

## **SAFETY AND SECURITY MEASURES**

To give a sense of what these requirements mean in practice:

- Anyone boarding one of our ships is subject to more rigorous screening than is required for airline passengers at most of the world's airports.
- Every piece of personal luggage is strictly screened.
- Each cruise ship has embarkation and debarkation controls including biometric verification of all passengers and crew.
- All lists of passengers and crew are electronically submitted to U.S. authorities prior to departure from or arrival in the United States and screened against law enforcement databases.
- Each cruise ship has a qualified security officer and trained security staff whose duties are solely to provide onboard security for the passengers and crew, as well as for the vessel itself. These security officers are experienced highly-trained professionals.
- Each cruise line also has supervisory security officers at the corporate level, usually ex-law enforcement, Coast Guard or military, in charge of managing fleet wide security and training of the vessel security officers.

- Every crew member is required and trained to look out for the security of all passengers.
- In addition, all major cruise lines now have trained staff to counsel and support families and individuals during emergency situations.

### **PASSENGER SATISFACTION**

Independent surveys show that the vast majority of cruise passengers, 95 percent, say they are very satisfied with their cruising experience. Nearly 50 percent say they are extremely satisfied. And more than half of all passengers are repeats – cruising for the second or third or fourth time.

I submit that this would not be the case if safety or security were perceived as a serious problem. As the U.S. Coast Guard has testified, crimes onboard cruise ships are extremely rare.

I hope this background is helpful in assessing the level of safety and security for cruise ship passengers, despite the reports you may have heard of rare criminal activity, including sexual assaults, that have been widely reported, completely investigated, and yet sometimes exaggerated.

As an industry and as individuals, we deeply regret any such incident, and that in some cases, we have not provided sufficient support to the individuals or families affected. We have acknowledged this and over the past two years have worked closely with those families and their representatives and have welcomed their recommendations for improving our passenger services. Each of our large cruise ships now has specialized counselors.

Again the safety and security of our passengers is, has to be, and always will be our highest priority. We are constantly reviewing and improving our procedures.

Our position is that incident or crime of any kind is one too many.

### **MISLEADING STATISTICS**

Regrettably, assertions are sometimes made and unofficial statistics are sometimes quoted that bear no relation to any known reality. I would like to try to clarify this point.

For example, at the September 2007 hearing of the House subcommittee, a witness stated that the rate of ship-board sexual assaults is twice the rate of those occurring on shore. The two figures serving as the basis for that statement, however, were shipboard sexual assaults and land-based forcible rapes. The difference between those two categories is significant because the definition of “sexual assault” includes behaviors such as the intentional touching of certain body parts through clothing. In addition, the FBI has

confirmed that it does not even calculate the rate of land-based sexual assaults. Despite this key fact, the critics have continued to cite the FBI's statistics for "forcible rapes" that occur on land, mischaracterizing them as the (non-existent) land-based sexual assault rate, and misleadingly comparing them to the more broadly-defined "sexual assault rate" on ships. This is the basis for the false claim that a person is twice as likely to suffer a sexual assault onboard a ship as on land. We appreciate the opportunity to clarify the record on this important point.

## **CONCLUSION**

In closing, let me say thank you again for conducting this hearing. We believe the record is clear – cruising is a very safe way to vacation, and our customer satisfaction levels, which are among the highest for any industry, would verify this fact – especially when placed along side the Federal data.

Our industry, as verified in previous testimony before the House of Representatives, is reporting all incidents – even allegations – and this reporting system is working well.

Our goal remains zero incidents and this industry works diligently every day to reach this goal. We have a very good record when it comes to passenger safety but we can always try and do more.

Passenger Safety is, AND WILL ALWAYS BE, our Number One priority.

Thank you.



## EXECUTIVE PARTNERS

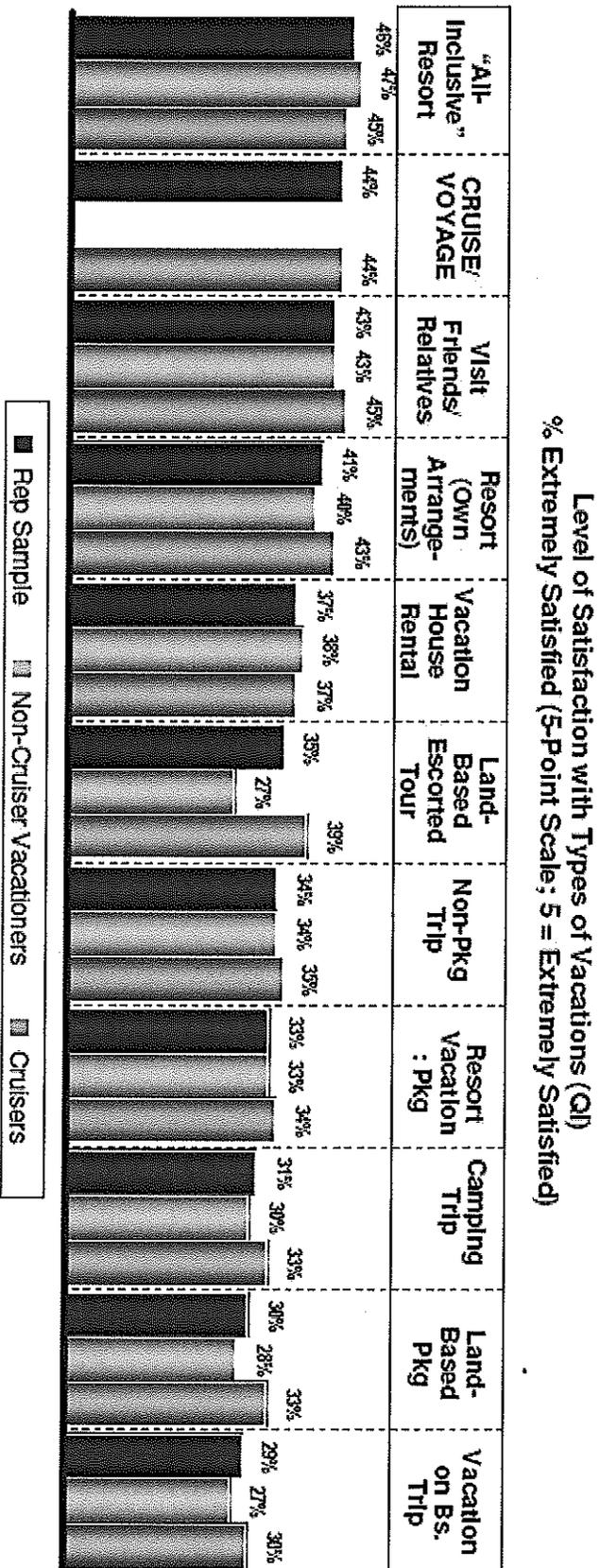
1 Priority Bicial, LLC  
Aker Yards  
Amadeus North America, Inc.  
American Association of Port Authorities (AAPA)  
American Bureau of Shipping  
American Guard Services, Inc.  
Bahamas Maritime Authority  
Bellcomb Technologies  
Bellegrove Medical Supply  
The Berkely Group  
BMT Group  
Board of Commissioners of the Port of New Orleans  
Business Research & Economic Advisors (BREA)  
Chamber of Commerce and Industry of South Corsica (CCIACS)  
Cruise Norfolk  
Cruise Saint Lawrence  
The Coca-Cola Company  
Ege Ports/Kusadasi Cruise Port  
European Cruise Council  
Fidelio Cruise Software, Inc.  
Fincantieri-Cantieri Navali Italiani S.p.A  
Florida-Caribbean Cruise Association  
Flamenco Marina  
Fowler White Burnett, P.A.  
Freeport Harbour Company  
Fujifilm USA, Inc.  
Gard  
Germanischer Lloyd AG  
Hayden, Miliken, Boeringer & Irick PA  
Halifax Port Authority  
Hamilton, Miller & Birthisel, LLP  
Hamworthy Water Systems, LTD  
Hill, Betts & Nash, LLP  
Hydroxyl Systems, Inc.  
The Image Group  
International Paint, LLC  
Jacksonville Port Authority  
Jotun Paint, Inc.  
Kaye, Rose & Partners, LLC  
The Kezia Group  
Lloyd's Register North America, Inc.  
Maine Port Authority  
Maritime Telecommunications Network/SeaMobile Enterprises  
Marseille-Provence Cruise Club  
Marsh, Ltd.  
Maryland Port Administration  
Mase & Lara. P.A.  
Massachusetts Port Authority  
McAlpin Conroy, P.A.

McIntosh, Sawran, Peltz & Cartaya, P.A.  
McRoberts Maritime Security, Inc.  
MEIKO Marine  
Metro Cruise Services, LLC  
MEYER WERFT GmbH  
MHG Services, Inc.  
Milliken Carpet  
Montreal Port Authority  
NYCruise  
On-Board Movies  
Passenger Shipping Association (PSA)  
Port Canaveral  
Port Everglades  
Port of Galveston  
Port of Houston Authority  
The Port of Los Angeles  
Port Miami  
Port of Palm Beach  
Port of San Diego  
Port of San Francisco  
Port of Seattle  
Port of Shanghai  
Port of Saint John  
Ports America, Inc.  
Quebec Port Authority  
RINA S.P.A.  
Royal Marine Insurance Group/RMIG  
Seatrade Cruise Shipping Convention/CMP Princeton, Inc.  
Steamship Insurance Management Services Limited (SIMSL)  
Tampa Port Authority  
The Port of Philadelphia and Camden, a Department of DRPA of PA & NJ  
Throdon Bearings, Inc.  
UK P&I Club  
Unisource Worldwide, Inc.  
Universal Marine Medical Supply  
Vickers Oils  
Wartsila  
Wireless Maritime Services, LLP  
World Cruise Industry Review

## Results of Research (continued)

### Satisfaction Levels with Various Vacation Alternatives

94.8% of cruise vacationers express total satisfaction with cruise experience. In comparison to other types of vacations, the two categories that generate the highest satisfaction levels are *all-inclusive resorts* (46% extremely satisfied) and *cruising* (44%). However, the number of past cruisers (ever) more than doubles the number of all-inclusive resort visitors (45% vs. 21%).



Q1. Overall, how satisfied were you with your vacation? Would you say you were extremely satisfied, very satisfied, somewhat satisfied, not very satisfied or not at all satisfied?

## **Additional Cruise Statistics**

### **Alaska**

- Alaska embarked over 178,000 passengers in 2006.
- Almost 7,000 of Alaska's residents traveled on a cruise vacation in 2006.

### **Louisiana**

- The Port of New Orleans embarked 72,000 cruise passengers in 2006.
- More than 85,000 of Louisiana's residents traveled on a cruise vacation in 2006.

### **Maine**

- Ports in Maine embarked over 130,000 passengers in 2006
- Over 16,000 of Maine's residents traveled on a cruise vacation in 2006.

### **Massachusetts**

- Operating on a seasonal schedule from April to November, Cruiseport Boston embarked over 62,000 passengers in 2006.
- Over 500,000 of Massachusetts' residents traveled on a cruise vacation in 2006.

### **Mississippi**

- More than 30,000 of Mississippi's residents traveled on a cruise vacation in 2006.

### **New Jersey**

- Cape Liberty embarked over 160,000 cruise passengers in 2006.
- Almost 322,000 of New Jersey's residents went on a cruise vacation in 2006.

### **Oregon**

- Almost 60,000 of Oregon's residents traveled on a cruise vacation in 2006.

### **South Carolina**

- Operating on a seasonal schedule from September-June, the Port of Charleston embarked over 105,000 cruise passengers in 2006.
- Almost 110,000 of South Carolina's residents traveled on a cruise vacation in 2006.

### **Texas**

- The Port of Galveston embarked over 617,000 passengers in 2006.
- Almost 730,000 of Texas' residents traveled on a cruise vacation in 2006.

### **Washington**

- The Port of Seattle embarked over 370,000 cruise passengers in 2006.
- Over 180,000 of Washington's residents traveled on a cruise vacation in 2006

2 0 0 6 E C O N O M I C S U M M A R Y

# The Cruise Industry:

A \$35.7 Billion Partner in  
U.S. Economic Growth



# 2006 NORTH AMERICAN CRUISE INDUSTRY ECONOMIC OVERVIEW

In 2006, the cruise industry continued to experience growth and its contribution to the U.S. economy. Direct purchases by the cruise lines and their passengers totaled \$17.6 billion, a 9 percent increase over 2005. This spending resulted in \$35.7 billion in total impact, an increase of 10 percent. The spending generated 348,000 jobs paying \$14.7 billion in wages to American workers.

The more moderate rate of growth for the cruise industry in 2006 was attributed to a slower rate in capacity expansion and the overall decelerating growth of the American economy and consumer discretionary spending. However, more people than ever took cruise vacations.

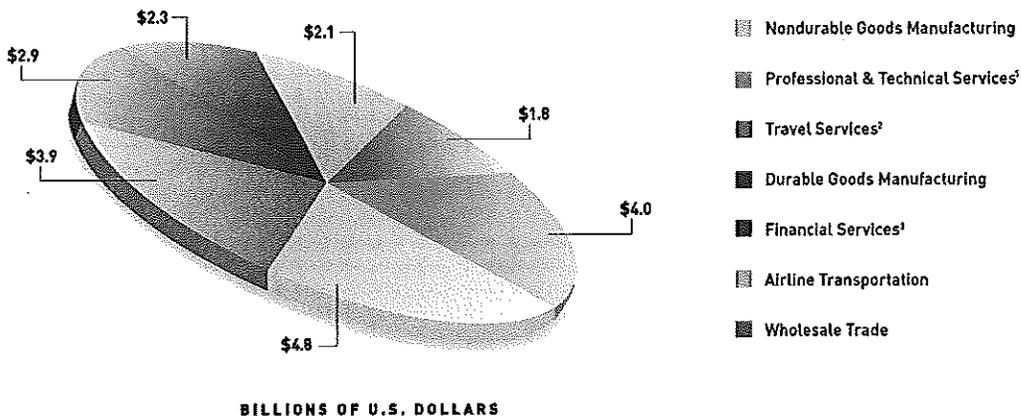
In 2006, 12 million people worldwide took cruise vacations, a 7 percent increase over the previous year. Passenger carryings at U.S. ports also remained strong with 9 million embarkations.

## U.S. ECONOMIC CONTRIBUTION OF THE NORTH AMERICAN CRUISE INDUSTRY IN 2006

Total economic benefit of the cruise industry in the United States .....	\$35.7 billion
Direct spending of the cruise lines and passengers on U.S. goods and services .....	\$17.6 billion
Total jobs generated by these expenditures .....	348,000
Total wages generated for U.S. employees .....	\$14.7 billion

## CRUISE INDUSTRY SPENDING BENEFITS U.S. INDUSTRIES

These economic benefits affect nearly every industry in the United States. Over 60 percent of the \$35.7 billion in total gross output and 40 percent of the 348,000 jobs generated by the direct and indirect impacts of the cruise industry affected seven industry groups.



<sup>1</sup> Includes legal services, advertising, management consulting, engineering and architectural services and computer consulting services

<sup>2</sup> Includes travel agents, ground transportation services and U.S.-based excursions

<sup>3</sup> Includes banking, investment and insurance services

## PASSENGER GROWTH AND VESSEL CAPACITY

Worldwide, 12 million people took cruise vacations in 2006, an increase of more than 7 percent, or 820,000 people, over the previous year. U.S. cruise passengers continue to be the large majority of the total worldwide cruise passengers, at 78 percent.

In 2006, a total of seven ships were added to the CLIA member line fleet, representing over 18,000 beds. This was the largest capacity increase since 2002. The industry's occupancy rate remained consistent at 104 percent.

### U.S. OPERATING STATISTICS OF THE NORTH AMERICAN CRUISE INDUSTRY

	2006	2005	2004	Annual Percentage Change	
				2006	2005
<b>Capacity Measures</b>					
Number of Ships	151	145	144	4.1%	0.7%
Lower Berths	249,691	230,891	225,714	8.1%	2.3%
<b>Carryings (Millions)</b>					
Global Passengers	12.00	11.18	10.46	7.3%	6.9%
Passengers Residing in the U.S.	9.36	9.06	8.31	3.3%	9.0%
U.S. Embarkations	9.00	8.61	8.10	4.5%	6.3%
<b>Industry Spending in the U.S. (\$ Billions)</b>					
Cruise Lines	\$12.89	\$11.76	\$10.70	9.6%	9.9%
- Goods and Services	\$11.08	\$10.11	\$9.36	9.6%	8.0%
- Capital Equipment (incl. net interest)	\$1.81	\$1.65	\$1.34	9.5%	22.9%
Passengers and Crew	\$3.48	\$3.23	\$2.88	7.8%	12.1%
Wages and Taxes Paid by Cruise Lines	\$1.27	\$1.19	\$1.12	7.8%	6.0%
<b>Total U.S.-Based Spending (\$ Billions)</b>	<b>\$17.64</b>	<b>\$16.18</b>	<b>\$14.70</b>	<b>9.0%</b>	<b>10.0%</b>

### U.S. ECONOMIC IMPACT OF THE NORTH AMERICAN CRUISE INDUSTRY

	Billions of U.S. Dollars			Annual Percentage Change	
	2006	2005	2004	2006	2005
<b>Direct Economic Impacts</b>					
Passenger and Cruise Line Spending*	\$17.64	\$16.18	\$14.70	9.0%	10.0%
Employment	153,863	142,720	135,197	7.8%	5.6%
Wages and Salaries	\$5.74	\$5.19	\$4.80	10.7%	8.1%
<b>Total Economic Impacts</b>					
Total Output	\$35.73	\$32.43	\$30.06	10.2%	7.9%
Employment	347,966	330,346	315,830	5.3%	4.6%
Wages and Salaries	\$14.73	\$13.52	\$12.42	9.0%	8.8%
* Includes wages and salaries paid to U.S. employees of the cruise lines					

# U.S. PORTS LEAD THE WORLD IN CRUISE EMBARKATIONS

The United States continued to increase its share of the global embarkations of the North American cruise industry during 2006, with U.S. ports handling 75 percent of all global cruise embarkations. More than 9 million cruise passengers began their cruises from U.S. ports, an increase of 4.6 percent from the previous year.

## NORTH AMERICAN EMBARKATIONS BY PORT AND REGION\*

Port	2006	2005
<b>United States</b>	<b>9,001,000</b>	<b>8,612,000</b>
<b>Florida</b>	<b>5,018,000</b>	<b>4,843,000</b>
Miami	1,890,000	1,771,000
Port Canaveral	1,396,000	1,234,000
Port Everglades	1,145,000	1,283,000
Tampa	457,000	408,000
Jacksonville	130,000	147,000
<b>California</b>	<b>1,241,000</b>	<b>1,301,000</b>
Los Angeles	592,000	615,000
Long Beach	378,000	363,000
San Diego	180,000	234,000
San Francisco	91,000	89,000
<b>New York</b>	<b>536,000</b>	<b>370,000</b>
<b>Other U.S. Ports</b>	<b>2,206,000</b>	<b>2,098,000</b>
Galveston	617,000	531,000
Seattle	373,000	337,000
Honolulu	318,000	236,000
Alaska	178,000	164,000
Cape Liberty	160,000	147,000
New Orleans	72,000	308,000
Boston	62,000	80,000
Baltimore	59,000	67,000
Houston	53,000	99,000
Philadelphia	52,000	50,000
<b>Remaining U.S. Ports</b>	<b>262,000</b>	<b>79,000</b>
<b>Canada</b>	<b>423,000</b>	<b>455,000</b>
Vancouver	402,000	435,000
Other Canada Ports	21,000	20,000
<b>San Juan</b>	<b>555,000</b>	<b>581,000</b>
<b>North America</b>	<b>9,979,000</b>	<b>9,648,000</b>
<b>Rest of the World</b>	<b>2,021,500</b>	<b>1,852,000</b>
<b>Total</b>	<b>12,000,000</b>	<b>11,500,000</b>

- Florida remains the center of cruising in the United States, accounting for nearly 56 percent of all U.S. embarkations. Port Canaveral and Tampa both increased embarkations by 12-13 percent over the previous year.
- California's four cruise ports boarded more than 1.2 million passengers for their cruises, or nearly 14 percent of all U.S. cruise embarkations.
- Texas has been one of the highest growth markets, driven by an increase in embarkations at the Port of Galveston and development at the Port of Houston.
- New York boosted embarkations to 536,000 passengers, an increase of 45 percent, with the opening of the Brooklyn Cruise Terminal.
- Hawaii has increased its share of the cruise industry's impact in the United States with increased operations in 2006. Honolulu increased passenger embarkations by 34 percent.
- There were approximately 5 million visits at U.S. ports of call, primarily in Alaska, Hawaii and Key West.

### TOP 10 U.S. CRUISE PORTS BY EMBARKATION - 2006

The top 10 ports accounted for nearly 86 percent of all U.S. embarkations

- |                    |               |
|--------------------|---------------|
| 1. Miami           | 6. New York   |
| 2. Port Canaveral  | 7. Tampa      |
| 3. Port Everglades | 8. Long Beach |
| 4. Galveston       | 9. Seattle    |
| 5. Los Angeles     | 10. Honolulu  |

### FAST FACTS

On average, a 2,000-passenger ship with 950 crew members generates approximately \$322,700 in onshore spending in a U.S. homeport city (where passengers embark on their cruise).

Passenger data shows that 40 percent of embarking passengers stay one or more night in a port city pre- or post-cruise. On average, each overnight cruise visitor spends \$289 per visit on retail, dining, local transit and lodging.

\*All estimated cruise embarkations have been rounded to the nearest thousandth

## EVERY STATE BENEFITS FROM NORTH AMERICAN CRUISE LINE PURCHASES

The North American cruise industry benefited every state economy through \$17.6 billion in direct purchases for goods and services for cruise operations. This direct spending in turn generated a total of \$35.7 billion in economic impact and 348,000 jobs paying \$14.7 billion in wages. States benefit from cruise line and port operations, the number of cruise passengers from their region and purchases of goods and services, such as air transportation, food and beverage, ship maintenance and refurbishment, engineering and travel agent commissions. The economic impacts were concentrated in 10 states that accounted for approximately 80 percent of the total U.S. impacts: Florida, California, Texas, Alaska, New York, Hawaii, Georgia, Washington, Illinois and Massachusetts.

STATE	DIRECT PURCHASES (\$ MILLIONS)	TOTAL EMPLOYMENT	TOTAL INCOME (\$ MILLION)	STATE	DIRECT PURCHASES (\$ MILLIONS)	TOTAL EMPLOYMENT	TOTAL INCOME (\$ MILLION)
Alabama	\$100	1,785	\$61	Montana	\$5	91	\$3
Alaska	\$1,101	24,270	\$927	Nebraska	\$21	509	\$19
Arizona	\$161	3,495	\$129	Nevada	\$50	631	\$23
Arkansas	\$22	419	\$12	New Hampshire	\$43	504	\$22
California	\$1,194	44,703	\$2,178	New Jersey	\$321	5,442	\$282
Colorado	\$349	2,620	\$135	New Mexico	\$18	287	\$10
Connecticut	\$127	1,310	\$77	New York	\$1,086	13,421	\$729
Delaware	\$25	226	\$10	North Carolina	\$214	2,848	\$108
District of Columbia	\$38	153	\$18	North Dakota	\$8	158	\$4
Florida	\$5,847	125,104	\$5,023	Ohio	\$177	3,014	\$124
Georgia	\$667	9,288	\$422	Oklahoma	\$29	528	\$19
Hawaii	\$702	23,219	\$675	Oregon	\$78	2,689	\$96
Idaho	\$12	208	\$7	Pennsylvania	\$328	5,906	\$254
Illinois	\$442	6,398	\$307	Rhode Island	\$24	383	\$13
Indiana	\$249	3,769	\$156	South Carolina	\$70	1,430	\$46
Iowa	\$33	362	\$12	South Dakota	\$6	79	\$2
Kansas	\$52	2,211	\$78	Tennessee	\$59	993	\$39
Kentucky	\$58	893	\$32	Texas	\$1,120	19,351	\$907
Louisiana	\$128	2,224	\$80	Utah	\$53	832	\$28
Maine	\$24	379	\$12	Vermont	\$5	62	\$2
Maryland	\$148	2,139	\$101	Virginia	\$151	2,580	\$122
Massachusetts	\$387	5,657	\$315	Washington	\$631	16,300	\$722
Michigan	\$207	2,682	\$123	West Virginia	\$8	153	\$5
Minnesota	\$110	1,883	\$89	Wisconsin	\$50	882	\$32
Mississippi	\$27	394	\$12	Wyoming	\$3	40	\$1
Missouri	\$155	3,062	\$126	U.S. Total	\$17,643	347,966	\$14,727

## STUDY DETAILS

This analysis, conducted by Business Research and Economic Advisors (BREA), expands on a previous study from 2005. BREA gathered and analyzed data from a broad spectrum of the cruise industry, including all of the major cruise lines. The data has been aggregated and adjusted to develop industry-wide estimates of revenues and expenses. Additionally, BREA used its industry and macroeconomic models to trace the impact of cruise line spending on U.S. output and jobs by industry and used U.S. government impact factors to determine the state analysis.

The analysis provides a detailed outline of the study's conclusions regarding the cruise industry's revenues and expenditures in 2006. The full report may be viewed on the CLIA Web site at [www.cruising.org](http://www.cruising.org).

### CLIA MEMBER LINES

- American Cruise Lines
- Azamara Cruises
- Carnival Cruise Lines
- Celebrity Cruises
- Costa Cruises
- Crystal Cruises
- Cunard Line
- Disney Cruise Line
- Holland America Line
- Hurtigruten (formerly Norwegian Coastal Voyage)
- Majestic America Line
- MSC Cruises
- Norwegian Cruise Line
- Oceania Cruises
- Orient Lines
- Pearl Seas Cruises
- Princess Cruises
- Regent Seven Seas Cruises
- Royal Caribbean International
- Seabourn Cruise Line
- SeaDream Yacht Club
- Silversea Cruises
- Uniworld Grand River Cruises
- Windstar Cruises

### EXECUTIVE PARTNERS

- 3M Marine
- ACS-Affiliated Computer Services
- Amadeus North America Inc.
- American Bureau of Shipping (ABS)
- American Guard Services, Inc.
- Avendra
- Bahamas Maritime Authority
- Barwil Unitor Ships Service
- Bellegrove Medical Supply
- Board of Commissioners of the Port of New Orleans
- Business Research & Economic Advisors (BREA)
- Callenberg Engineering Inc.
- Campbell & Malafy
- Capital & Credit Financial Group
- Chamber of Commerce and Industry of South Corsica (CCIACS)
- Ege Ports/Kusadasi Cruise Port
- Fidelio Cruise Software Inc.
- Fincantieri-Cantieri Navali Italiani S.p.A.
- Fowler White Burnett P.A.
- Freeport Harbour Company
- Fuji Photo Film U.S.A., Inc.
- Gard
- Halifax Port Authority
- Hamilton, Miller & Birthisel LLP
- Hamworthy Water Systems LTD
- Hill, Betts & Nash LLP
- Hydroxyl Systems Inc.
- International Paint LLC
- Jacksonville Port Authority
- Jotun Paints, Inc.
- Kaye, Rose & Partners, LLP
- Lloyd's Register Americas Inc.
- Maine Port Authority
- Maritime Telecommunications Network Inc./SeaMobile Enterprises
- Marseille-Provence Cruise Club
- Marsh Ltd.
- Maryland Port Administration
- Mase & Lara, P.A.
- Massachusetts Port Authority
- McAlpin Conroy, P.A.
- McIntosh, Sawran, Peltz & Cartaya, PA
- McRoberts Maritime Security, Inc.
- MEIKO Marine
- Metro Cruise Services LLC
- MEYER WERFT GmbH
- MHG Services, Inc.
- Michael Stapleton Associates
- Montreal Port Authority
- NYCruise/New York City Economic Development Corporation
- On-Board Movies
- Ports America
- Port Canaveral
- Port Everglades
- Port of Galveston
- Port of Houston Authority
- Port of Miami
- Port of San Diego
- Port of San Francisco
- Port of Seattle
- Port of Shanghai
- Québec Port Authority
- RINA S.P.A.
- RMIG Insurance\*
- Seatrade Cruise Shipping Convention/CMP Princeton Inc.
- Steamship Insurance Management Services Limited
- Tampa Port Authority Teakdecking Systems, Inc.
- The Berkely Group
- The Coca-Cola Company
- The Image Group
- The Kezia Group
- The Port of Los Angeles
- The Port of Philadelphia and Camden - A Dept of the DRPA of PA & NJ
- Thordon Bearings Inc.
- UK P&I Club Unisource Worldwide, Inc.
- Universal Marine Medical Supply
- Vickers Oils Vitality Foodservice, Inc.
- Wärtsilä
- Wireless Maritime Services LLP
- World Cruise Industry Review



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