

American Small Business Travelers Alliance

ASBTA 2005 Travel Survey Results

August 2005

1. Please indicate the cities you visit the most often for business:
 - a. New York 18%
 - b. Chicago 18%
 - c. San Francisco/Jose 15%
 - d. Los Angeles 15%
 - e. Dallas/Ft Worth 12%
 - f. International 8%
 - g. Washington DC 6%
2. How many international business trips do you take annually?
 - a. 0 trips SBO 72% ASBTA members 54%
 - b. 1-5 trips SBO 23% ASBTA members 34%
 - c. 6-10 trips SBO 3% ASBTA members 4%
 - d. > 10 trips SBO 2% ASBTA members 7%
3. How many domestic business trips do you take annually?
 - a. 1-5 trips SBO 70% ASBTA members 34%
 - b. 6-10 trips SBO 15% ASBTA members 17%
 - c. > 10 trips SBO 15% ASBTA members 49%
4. How many pleasure trips do you take annually?
 - a. 2 trips 31%
 - b. > 4 trips 23%
 - c. 3 trips 17%
 - d. 1 trips 16%
 - e. 4 trips 9%
 - f. 0 trips 4%
5. Do you belong to any travel clubs: Yes: No
 - a. Yes SBO 65%
 - b. No SBO 35%
6. Please list your three most preferred airlines:
 - a. American 37%
 - b. Delta 30%
 - c. Southwest 25%
 - d. United 20%
 - e. Continental 10%
7. Please list three important factors when choosing an airline:
 - a. Price 87%
 - b. Schedule 74%
 - c. Reliability 43%

- d. Service 36%
 - e. Frequent flyer points 28%
8. Please list best Airline travel programs
- a. American Advantage
 - b. Delta SkyMiles
 - c. United Mileage Plus
 - d. Southwest Rapid rewards
 - e. America Express
9. How often have you redeemed travel points?
- a. Never 47%
 - b. Between 2-5 times a year 25%
 - c. Once a year 23%
 - d. Other 5%
10. How do you book your hotel accommodations?
- a. Hotel website 49%
 - b. Direct to hotel 38%
 - c. Internet company 31%
 - d. Travel agent 15%
 - e. Airline website 10%
 - f. Other 7%
11. How many nights per year do you spend in hotels?
- | | | | | |
|-----------------|-----|-----|---------------|-----|
| a. 0-10 nights | SBO | 47% | ASBTA members | 16% |
| b. 11-20 nights | SBO | 25% | ASBTA members | 27% |
| c. 21-30 nights | SBO | 14% | ASBTA members | 14% |
| d. 31+ nights | SBO | 14% | ASBTA members | 43% |
12. What criteria do you use when choosing a hotel?
- a. Price 84%
 - b. Location 83%
 - c. Comfort 48%
 - d. Services 24%
 - e. Technology/internet 19%
13. What Type of room do you usually book?
- f. Standard 76%
 - g. Suite 11%
 - h. Executive floor 7%
 - i. Deluxe 7%
 - j. Superior 6%
 - k. Other 4%

SBO= Small Business Owner (includes ASBTA members)

ASBTA member= is a member of ASBTA

ASBTA had over 700 respondents to the survey