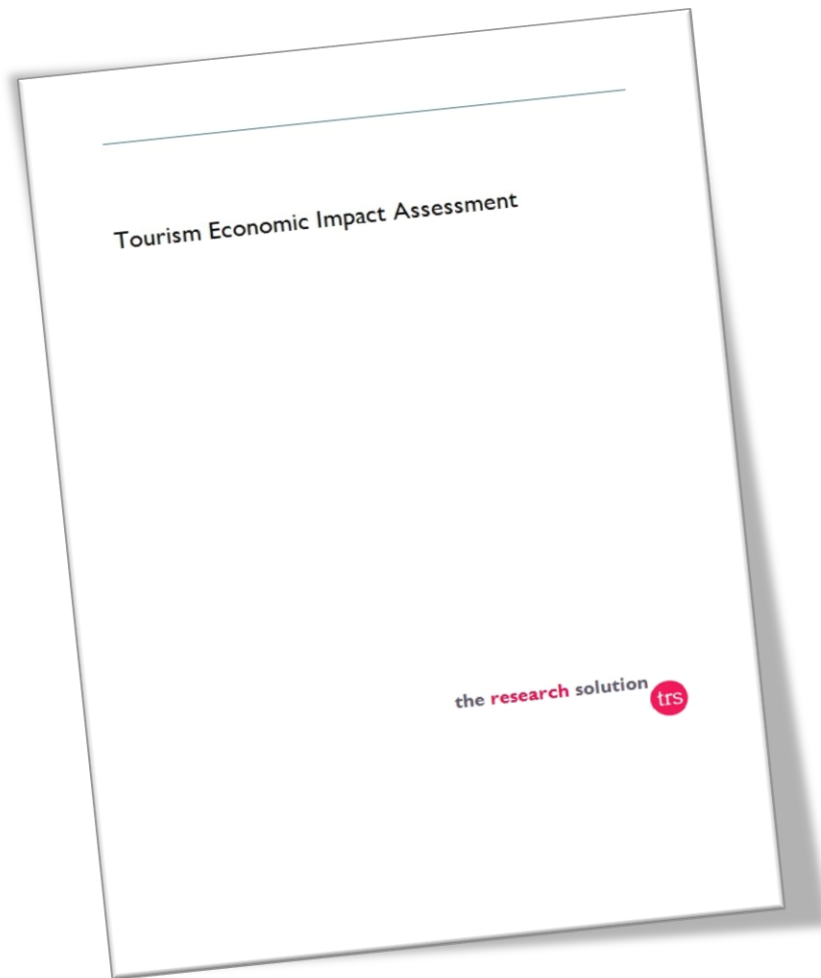


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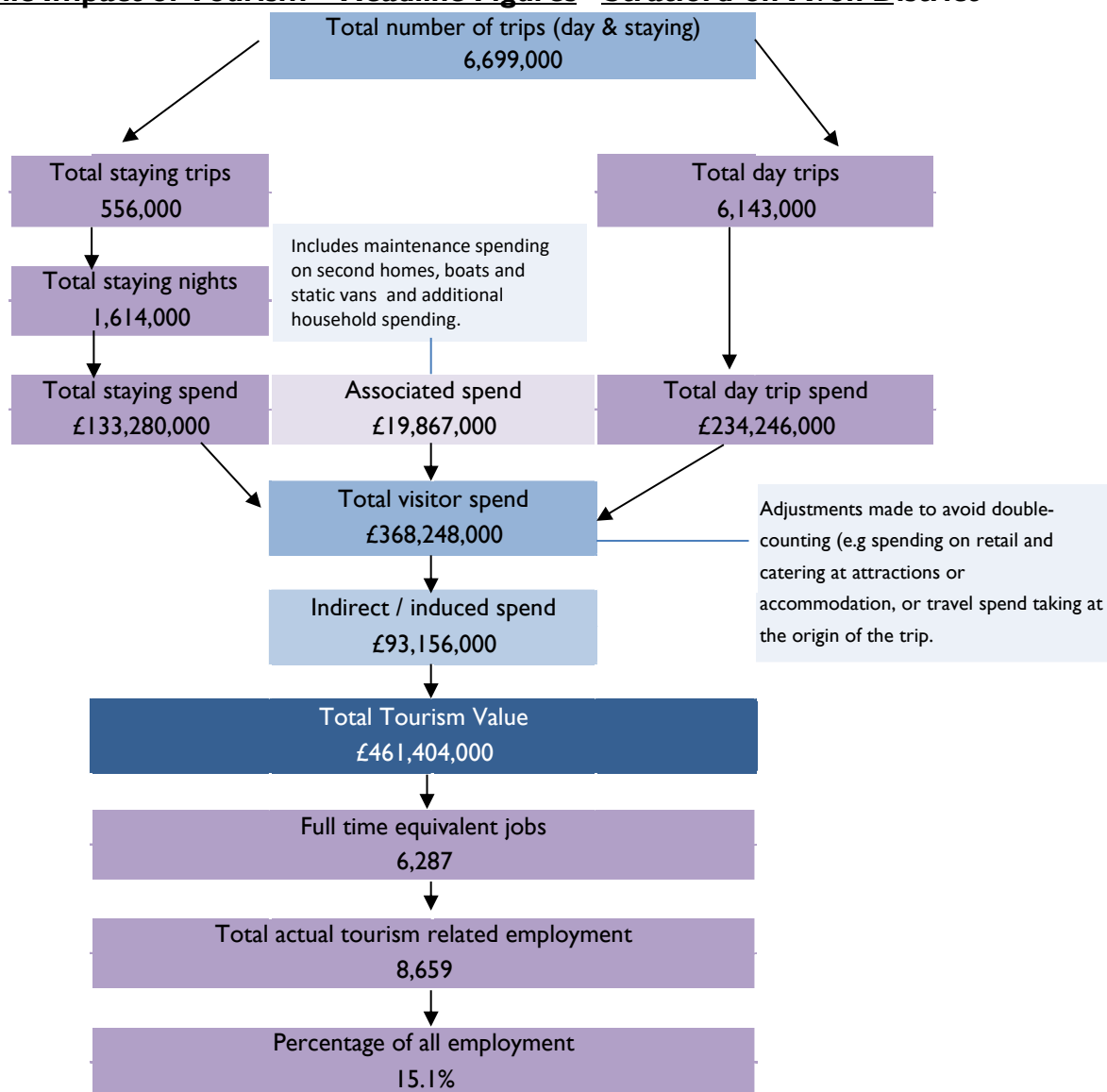


Produced by:

The Research Solution
Christine King, Director

Economic Impact of Tourism
Stratford-on-Avon District - 2018

Economic Impact of Tourism – Headline Figures Stratford-on-Avon District

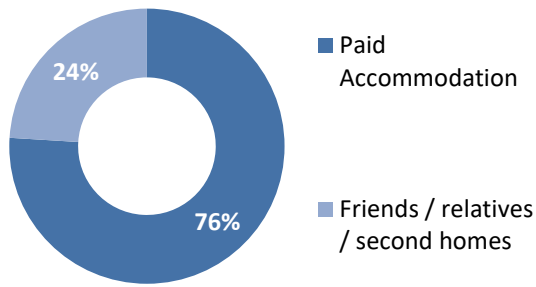


Economic Impact of Tourism – Year on year comparisons

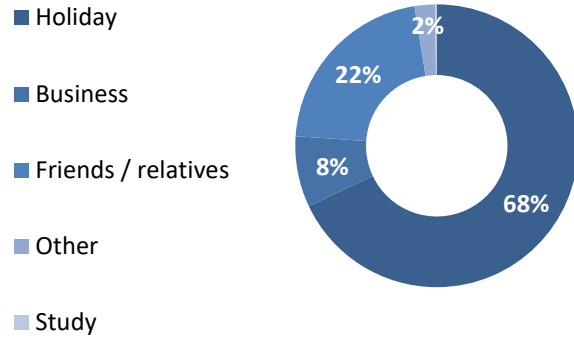
<u>Day Trips</u>	2017	2018	Annual variation
Day trips Volume	5,623,000	6,143,000	9.2%
Day trips Value	£209,596,000	£234,246,000	11.8%
<u>Overnight trips</u>			
Number of trips	523,000	556,000	6.3%
Number of nights	1,477,000	1,614,000	9.3%
Trip value	£114,509,000	£133,280,000	16.4%
Total Value	£409,404,000	£461,404,000	12.7%
Actual Jobs	7,677	8,659	12.8%

	2017	2018	Variation
Average length stay (nights x trip)	2.82	2.90	2.8%
Spend x overnight trip	£ 218.95	£ 239.71	9.5%
Spend x night	£ 77.53	£ 82.58	6.5%
Spend x day trip	£ 37.27	£ 38.13	2.3%

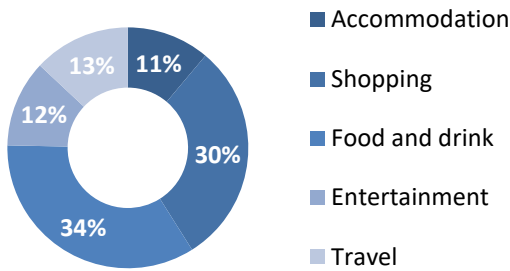
Type of Accommodation



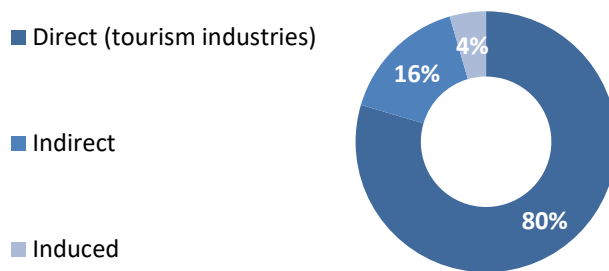
Trips by Purpose



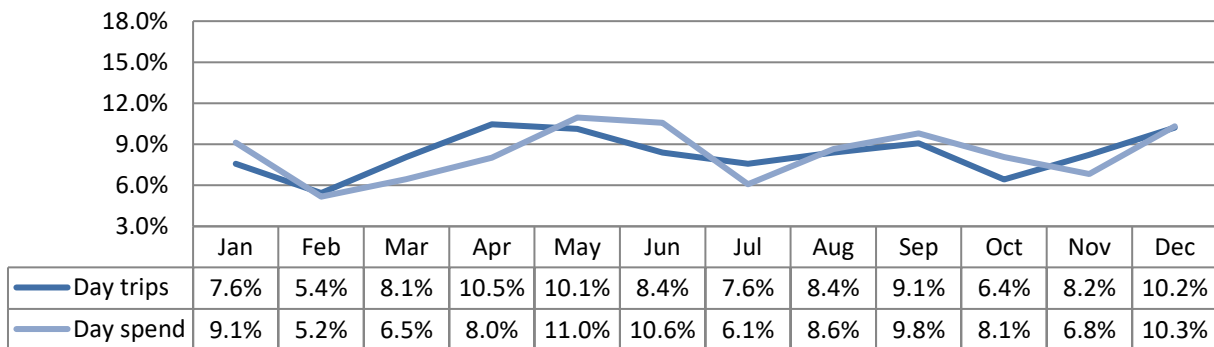
Breakdown of expenditure



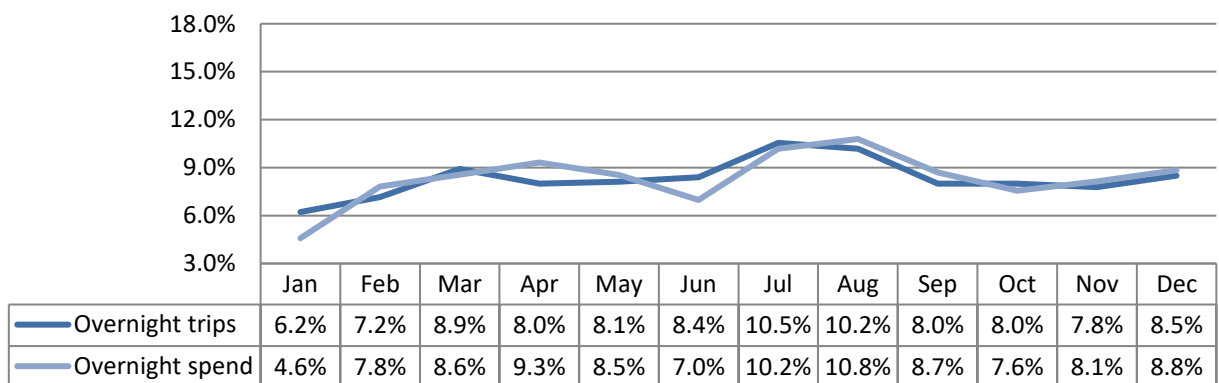
Type of employment



Seasonality - Day visitors



Seasonality - Overnight visitors



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Contextual analysis

INTRODUCTION

This report examines the volume and value of tourism and the impact of visitor expenditure on the local economy in 2018 and provides comparative data against previously published data. The results are derived using the Cambridge Economic Impact Model under licence by The Research Solution Ltd based on the latest data from national tourism surveys and regionally/locally based data.

CONTEXTUAL ANALYSIS

The three key surveys used to measure volume and expenditure from tourism trips are the GB Tourism Survey (for domestic overnight trips), the International Passenger Survey (IPS) for visits from overseas, and the BG Day Visitor Survey (GBDVS), which measures tourism day visits.

Domestic tourism

In 2018, British residents took 97.4 million overnight trips in England, totalling 296 million nights away from home and expenditure of £19 billion, with an average trip length of 3 nights. The number of domestic trips to England was 3% lower than in 2017. Holiday Trips in England in 2018 decreased by 4% compared to 2017, with 45.2 million trips recorded.

The volume of trips to the West Midlands region in 2018 was 2% down on 2017 (7.75 million trips), the number of nights increased by 12% to 20.6 million nights. Value was also up by 8%. The GB Tourism Survey data is a key driver for the Cambridge model. However, it is not specifically designed to produce highly accurate results at sub-regional level. In order to improve the accuracy of results we have applied a 3-year rolling average to this data to help smooth out short term market fluctuations and highlight longer-term trends. As such, county and district level results relating to 2018 are an average of 2016, 2017 and 2018.

Based on three-year averages (2016-2018), the volume of overnight trips to Warwickshire for 2018 was up 6% compared to the 2015/2017 period. Bednights were up 7% on 2015/2017 and expenditure was up by 13%.

Visits from overseas

The number of visits in 2018 fell 3% (from the 2017 record) to 37.9 million, after several years of growth since 2010. The value of spending also decreased by 7% (compared to 2017) to £22.90 billion. Average spend per visit was £604 in 2018, down from £625 per visit in 2017. The number of visitor nights spent in the UK fell by 7% in 2018 to 266 million, with the average number of nights per visit declining to 7.0 (from 7.3 in 2017).

Overseas trips to the West Midlands region were 8% down on 2017 to reach just over 2.13 million overnight trips. The total number of nights was up by 1.5% to reach 14.4 million nights in 2018. Spend was up 3.7% to £836 million in 2018.

- Holiday visits are particularly likely to include going to a theatre with Stratford-upon-Avon a major draw
- The West Midlands is also one of the most popular areas for watching sport, the number of visitors coming primarily for this reason is behind only London and the North West
- Going to the pub and socialising with locals are popular, whilst eating out is less likely here than in many areas - probably a reflection of the high proportion of visits which involve staying as a guest with friends or relatives
- Those from the Irish Republic and France dominate overseas visits to the area, accounting for two in five holidaymakers (compared to around one in five nationally). Short travel times and event based visits may contribute to relatively few visits lasting over a week
- The West Midlands attracts holiday visits all year round, possibly boosted by non-seasonal activities such as shopping or going to the theatre. The area sees relatively high numbers of visits from those travelling with children but also from older visitors.

The International Passenger Survey (IPS) is conducted by Office for National Statistics and is based on face- to-face interviews with a sample of passengers travelling via the principal airports, sea routes and the Channel Tunnel, together with visitors crossing the land border into Northern Ireland. The number of interviews conducted in England in 2018 was 24,896. This large sample size allows reliable estimates to be produced for various groups of passengers despite the low proportion of travellers interviewed. The IPS provides headline figures, based on the county or unitary authority, for the volume and value of overseas trips to the UK. The sample for West Midlands was 1,463 interviews.

Tourism Day Visits

During 2018, UK residents took a total of 1,703 million Tourism Day Visits (down from 1,793 in 2017). Around £63.8 billion was spent during these trips, about 2.2% up on 2017.

The largest proportion of visits were taken to destinations in England (1,431 million visits or 84% of the total). The distribution of expenditure during visits broadly reflects this pattern, with a total value of day trips to England totalling £53.04 billion (83% of the total for GB).

Regional performance

During 2018, the volume tourism day visits in the West Midlands decreased by 4.5% to 121.5 million trips. Spend was also down by 11% to £3.83 billion.

Day trips to Warwickshire

There were 15.3 million day trips made to Warwickshire in 2018, up 9% from the volume of trips achieved in 2017. Expenditure was also up by 12% year-on-year to reach £553 million.

Volume of Tourism

Staying Visitors - Accommodation Type

Trips by Accommodation

	UK		Overseas		Total	
Serviced	237,000	56%	91,000	67%	328,000	59%
Self catering	14,000	3%	2,000	1%	16,000	3%
Camping	38,000	9%	3,000	2%	41,000	7%
Static caravans	9,000	2%	0	0%	9,000	2%
Group/campus	2,000	0%	2,000	1%	4,000	1%
Paying guest	0	0%	2,000	1%	2,000	0%
Second homes	7,000	2%	2,000	1%	9,000	2%
Boat moorings	18,000	4%	0	0%	18,000	3%
Other	7,000	2%	5,000	4%	12,000	2%
Friends & relatives	89,000	21%	29,000	21%	118,000	21%
Total 2018	420,000		136,000		556,000	
Comparison 2017	401,000		122,000		523,000	
Difference	4.7%		11.5%		6.3%	

Nights by Accommodation

	UK		Overseas		Total	
Serviced	425,000	47%	324,000	46%	749,000	46%
Self catering	26,000	3%	31,000	4%	57,000	4%
Camping	109,000	12%	30,000	4%	139,000	9%
Static caravans	23,000	3%	0	0%	23,000	1%
Group/campus	7,000	1%	33,000	5%	40,000	2%
Paying guest	0	0%	7,000	1%	7,000	0%
Second homes	21,000	2%	22,000	3%	43,000	3%
Boat moorings	76,000	8%	0	0%	76,000	5%
Other	11,000	1%	13,000	2%	24,000	1%
Friends & relatives	205,000	23%	252,000	35%	457,000	28%
Total 2018	903,000		711,000		1,614,000	
Comparison 2017	852,000		625,000		1,477,000	
Difference	6.0%		13.8%		9.3%	

Spend by Accommodation Type

	UK		Overseas		Total	
Serviced	£55,088,000	71%	£37,615,000	67%	£92,703,000	70%
Self catering	£4,070,000	5%	£1,858,000	3%	£5,928,000	4%
Camping	£2,963,000	4%	£1,190,000	2%	£4,153,000	3%
Static caravans	£952,000	1%	£0	0%	£952,000	1%
Group/campus	£91,000	0%	£2,009,000	4%	£2,100,000	2%
Paying guest	£0	0%	£609,000	1%	£609,000	0%
Second homes	£543,000	1%	£1,422,000	3%	£1,965,000	1%
Boat moorings	£4,407,000	6%	£0	0%	£4,407,000	3%
Other	£1,537,000	2%	£468,000	1%	£2,005,000	2%
Friends & relatives	£7,760,000	10%	£10,695,000	19%	£18,455,000	14%
Total 2018	£77,413,000		£55,867,000		£133,280,000	
Comparison 2017	£70,397,000		£44,112,000		£114,509,000	
Difference	10.0%		26.6%		16.4%	

Serviced accommodation includes hotels, guesthouses, inns, B&B and serviced farmhouse accommodation. Paying guest refers to overseas visitors staying in private houses, primarily language school students. Other trips includes nights spent in transit, in lorry cabs and other temporary accommodation.

Staying Visitors - Purpose of Trip

Trips by Purpose

	UK		Overseas		Total	
Holiday	281,000	67%	97,000	71%	378,000	68%
Business	38,000	9%	7,000	5%	45,000	8%
Friends & relatives	91,000	22%	28,000	21%	119,000	21%
Other	10,000	2%	3,000	2%	13,000	2%
Study	0	0%	1,000	1%	1,000	0%
Total	420,000		136,000		556,000	
Comparison	2018		2017			
	401,000		122,000		523,000	
Difference	4.7%		11.5%		6.3%	

Nights by Purpose

	UK		Overseas		Total	
Holiday	641,000	71%	373,000	52%	1,014,000	63%
Business	72,000	8%	37,000	5%	109,000	7%
Friends & relatives	181,000	20%	248,000	35%	429,000	27%
Other	9,000	1%	14,000	2%	23,000	1%
Study	0	0%	39,000	5%	39,000	2%
Total	903,000		711,000		1,614,000	
Comparison	2018		2017			
	852,000		625,000		1,477,000	
Difference	6.0%		13.8%		9.3%	

Spend by Purpose

	UK		Overseas		Total	
Holiday	£57,171,000	74%	£37,282,000	67%	£94,453,000	71%
Business	£11,368,000	15%	£3,207,000	6%	£14,575,000	11%
Friends & relatives	£8,055,000	10%	£10,159,000	18%	£18,214,000	14%
Other	£818,000	1%	£2,318,000	4%	£3,136,000	2%
Study	£0	0%	£2,901,000	5%	£2,901,000	2%
Total	£77,413,000		£55,867,000		£133,280,000	
Comparison	2018		2017			
	£70,397,000		£44,112,000		£114,509,000	
Difference	10.0%		26.6%		16.4%	

Day Visitors

Trips and Spend by Urban, Rural and Coastal Area

	Trips		Spend	
Urban visits	3,142,000		147,700,000	
Countryside visits	3,001,000		86,546,000	
Total	6,143,000		234,246,000	
Comparison	2018		2017	
	5,623,000		209,596,000	
Difference	9.2%		11.8%	

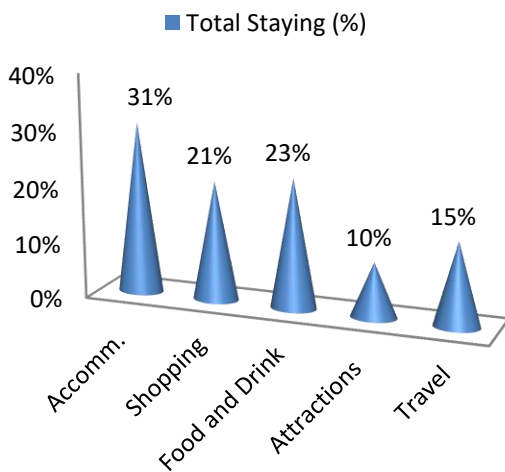
Value of Tourism

Expenditure Associated with Trips:

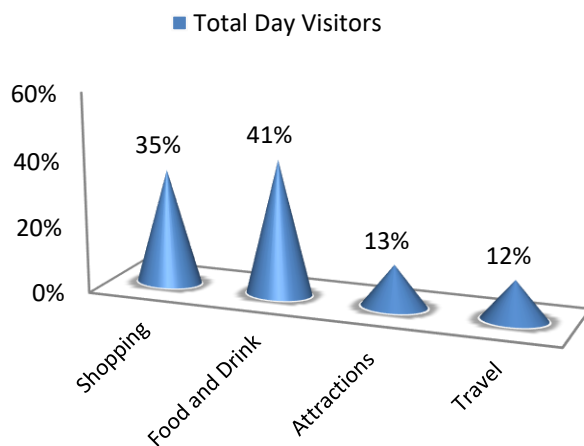
Direct Expenditure Associated with Trips

		Accomm.	Shopping	Food and Drink	Attractions	Travel	Total
UK Tourists		£23,787,000	£12,639,000	£18,542,000	£7,933,000	£14,512,000	£77,413,000
Overseas tourists		£17,154,000	£15,870,000	£12,368,000	£5,108,000	£5,367,000	£55,867,000
Total Staying		£40,941,000	£28,509,000	£30,910,000	£13,041,000	£19,879,000	£133,280,000
Total Staying (%)		31%	21%	23%	10%	15%	100%
Total Day Visitors		£0	£81,412,000	£95,060,000	£29,790,000	£27,984,000	£234,246,000
Total Day Visitors		0%	35%	41%	13%	12%	100%
Total	2018	£40,941,000	£109,921,000	£125,970,000	£42,831,000	£47,863,000	£367,526,000
%		11%	30%	34%	12%	13%	100%
Comparison	2017	£34,901,000	£96,937,000	£111,880,000	£37,822,000	£42,564,000	£324,104,000
Difference		17.3%	13.4%	12.6%	13.2%	12.4%	13.4%

Breakdown of expenditure



Breakdown of expenditure



Other expenditure associated with tourism activity

Other expenditure associated with tourism activity - Estimated spend				
Second homes	Boats	Static vans	Friends & relatives	Total
£399,000	£357,000	£0	£19,111,000	£19,867,000

Spend on second homes is assumed to be an average of £2,000 on rates, maintenance, and replacement of furniture and fittings. Spend on boats assumed to be an average of £2,000 on berthing charges, servicing and maintenance and upgrading of equipment. Static van spend arises in the case of vans purchased by the owner and used as a second home. Expenditure is incurred in site fees, utility charges and other spending and is estimated at £2,000. Additional spending is incurred by friends and relatives as a result of people coming to stay with them. A cost of £175 per visit has been assumed based on national research for social and personal visits.

Direct Turnover Derived From Trip Expenditure

Business turnover arises as a result of tourist spending, from the purchase of supplies and services locally by businesses in receipt of visitor spending and as a result of the spending of wages in businesses by employees whose jobs are directly or indirectly supported by tourism spending.

		Staying Visitor	Day Visitors	Total
Accommodation		£41,559,000	£1,901,000	£43,460,000
Retail		£28,224,000	£80,597,000	£108,821,000
Catering		£29,982,000	£92,209,000	£122,191,000
Attractions		£13,635,000	£31,555,000	£45,190,000
Transport		£11,928,000	£16,791,000	£28,719,000
Non-trip spend		£19,867,000	£0	£19,867,000
Total Direct	2018	£145,195,000	£223,053,000	£368,248,000
Comparison	2017	£127,424,000	£199,580,000	£327,004,000
Difference		13.9%	11.8%	12.6%

Adjustments have been made to recognise that some spending on retail and food and drink will fall within attractions or accommodation establishments. It is assumed that 40% of travel spend will take place at the origin of the trip rather than at the destination.

Supplier and Income Induced Turnover

		Staying Visitor	Day Visitors	Total
Indirect spend		£30,084,000	£38,569,000	£68,653,000
Non trip spending		£3,973,000	£0	£3,973,000
Income induced		£15,655,000	£4,875,000	£20,530,000
Total	2018	£49,712,000	£43,444,000	£93,156,000
Comparison	2017	£43,528,000	£38,872,000	£82,400,000
Difference		14.2%	11.8%	13.1%

Income induced spending arises from expenditure by employees whose jobs are supported by tourism spend.

Total Local Business Turnover Supported by Tourism Activity – Value of Tourism

		Staying Visitor	Day Visitors	Total
Direct		£145,195,000	£223,053,000	£368,248,000
Indirect		£49,712,000	£43,444,000	£93,156,000
Total Value	2018	£194,907,000	£266,497,000	£461,404,000
Comparison	2017	£170,952,000	£238,452,000	£409,404,000
Difference		14.0%	11.8%	12.7%

Employment

Employment

The model generates estimates of full time equivalent jobs based on visitor spending. The total number of 'actual' jobs will be higher when part time and seasonal working is taken into account. Conversion of full time equivalent jobs into actual jobs relies on information from business surveys in the sectors receiving visitor spending.

Direct employment

Full time equivalent (FTE)						
	Staying Visitor		Day Visitor		Total	
Accommodation	735	36%	34	1%	768	16%
Retailing	205	10%	585	22%	789	17%
Catering	483	24%	1,486	55%	1,969	42%
Entertainment	202	10%	468	17%	671	14%
Transport	86	4%	120	4%	206	4%
Non-trip spend	331	16%	0	0%	331	7%
Total FTE	2018	2,042		2,693		4,735
Comparison	2017	1,800		2,410		4,209
Difference		13.4%		11.8%		12.5%
Estimated actual jobs						
	Staying Visitor		Day Visitor		Total	
Accommodation	1,087	37%	50	1%	1,137	17%
Retailing	307	11%	877	22%	1,184	17%
Catering	725	25%	2,229	56%	2,954	43%
Entertainment	285	10%	660	17%	946	14%
Transport	121	4%	170	4%	290	4%
Non-trip spend	377	13%	0	0%	377	5%
Total Actual	2018	2,902		3,986		6,889
Comparison	2017	2,545		3,567		6,111
Difference		14.1%		11.8%		12.7%

Indirect & Induced Employment

Full time equivalent (FTE)						
	Staying Visitor		Day Visitors		Total	
Indirect jobs	568		643		1,210	
Induced jobs	261		81		342	
Total FTE	2018	829		724		1,553
Comparison	2017	725		648		1,373
Difference		14.2%		11.8%		13.1%

Estimated actual jobs						
	Staying Visitor		Day Visitors		Total	
Indirect jobs	647		733		1,380	
Induced jobs	297		93		390	
Total Actual	2018	945		825		1,770
Comparison	2017	827		739		1,566
Difference		14.2%		11.8%		13.1%

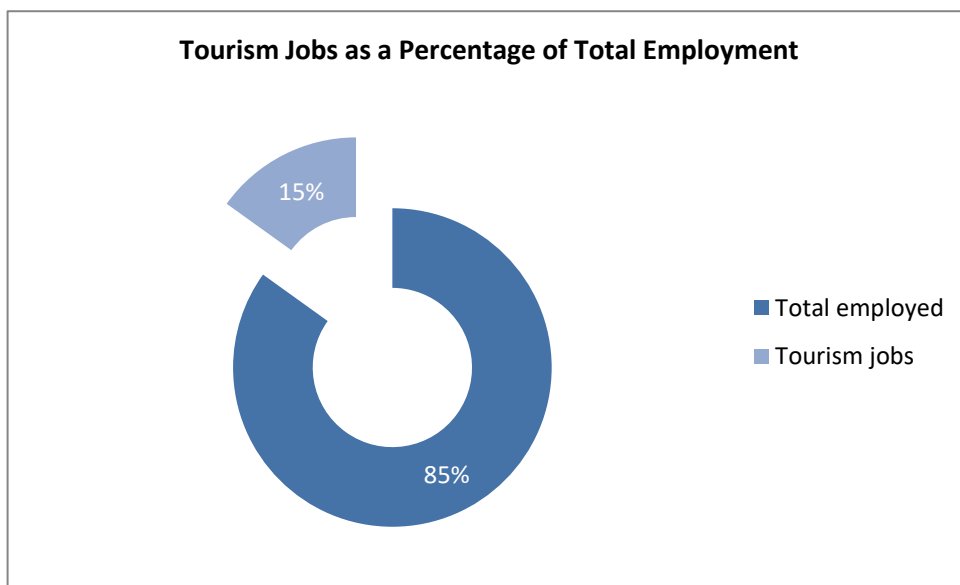
Total Jobs

Actual jobs are estimated from surveys of relevant businesses at locations in England and take account of part time and seasonal working.

Full time equivalent (FTE)						
	Staying Visitor		Day Visitor		Total	
Direct	2,042	71%	2,693	79%	4,735	75%
Indirect	568	20%	643	19%	1,210	19%
Induced	261	9%	81	2%	342	5%
Total FTE	2018	2,870		3,417		6,287
Comparison	2017	2,525		3,058		5,583
Difference		13.7%		11.8%		12.6%
Estimated actual jobs						
	Staying Visitor		Day Visitor		Total	
Direct	2,902	75%	3,986	83%	6,889	80%
Indirect	647	17%	733	15%	1,380	16%
Induced	297	8%	93	2%	390	5%
Total Actual	2018	3,847		4,812		8,659
Comparison	2017	3,372		4,305		7,677
Difference		14.1%		11.8%		12.8%

Tourism Jobs as a Percentage of Total Employment

	Staying Visitor	Day visitors	Total
Total employed	57,400	57,400	57,400
Tourism jobs	3,847	4,812	8,659
Proportion all jobs	7%	8%	15%
Comparison	2017	3,372	4,305
Difference	14.1%	11.8%	12.8%



The key volume and value results included in this report are derived from the various sources as described throughout the report. These include regional and county breakdowns from national level data (Great Britain Tourism Survey and International Passenger Survey) as well as jobs and income information such as the Annual Survey of Hours & Earnings.

At a local level, the occupancy survey provides accurate local occupancy levels and known accommodation stock.

The key 2018 results of the Economic Impact Assessment are:

- 6.7 million trips** were undertaken in the area
- 6.1 million** day trips
- 0.6 million** overnight visits

- 1.6 million** nights in the area as a result of overnight trips

- £368 million** spent by tourists during their visit to the area
- £31 million** spent on average in the local economy each month.

- £133 million** generated by overnight visits
- £234 million** generated from irregular day trips.

- £461 million** spent in the local area as result of tourism, taking into account multiplier effects.

- 8,659 jobs** supported, both for local residents from those living nearby.
- 6,889 tourism jobs** directly supported
- 1,770 non-tourism related jobs** supported linked to multiplier spend from tourism.

Appendix I - Introduction about Cambridge Model

This report examines the volume and value of tourism and the impact of that expenditure on the local economy. The figures were derived using the Cambridge Economic Impact Model and the research was undertaken by The Research Solution.

The model utilises information from national tourism surveys and regionally based data held by The Research Solution. It distributes regional activity as measured in those surveys to local areas using 'drivers' such as the accommodation stock and occupancy which influence the distribution of tourism activity at local level.

Limitations of the Model

The methodology and accuracy of the above sources varies. The results of the model should therefore be regarded as estimates which are indicative of the scale and importance of visitor activity in the local area. It is important to note that in the national tourism surveys the sample sizes for each area changes year on year. This is as a result of the random probability nature of the methodology. As such, the results of the Cambridge Model are best viewed as a snapshot in time and we would caution against year-on-year comparisons.

It should be noted that the model cannot take into account any leakage of expenditure from tourists taking day trips out of the area in which they are staying. While it is assumed that these may broadly balance each other in many areas, in locations receiving significant numbers of day visitors from London, there is likely to be an underestimate in relation to the number of overseas day visitors staying in holiday accommodation in London.

Whilst it is important to be aware of these issues, we are confident that the estimates we have produced are as reliable as is practically possible within the constraints of the information available.

Rounding

All figures used in this report have been rounded. In some tables there may therefore be a slight discrepancy between totals and sub totals.

Data sources

The main national surveys used as data sources in stage one include:

- Great Britain Tourism Survey (GBTS) - information on tourism activity by GB residents;
- International Passenger Survey (IPS) information on overseas visitors to the United Kingdom;
- Day Visits in the annual Great Britain Day Visitor Survey using information on visits lasting more than 3 hours and taken on an irregular basis

These surveys provide information down to a regional level. In order to disaggregate data to a local level the following information sources are used:

- Records of known local accommodation stock held by The Research Solution;
- VisitEngland's surveys of Visits to Attractions, which provide data on the number of visitors to individual tourist attractions ;
- Registrar General's estimates of resident population as based on the 2011 Census of Population;
- Selected data from the 2011 Census of Employment;

Staying Visitors

The GBTS provides information on the total number of trips to the region and the relative proportions using different types of accommodation. By matching these figures to the supply of such accommodation, the regional average number of trips per bedspace or unit of accommodation can be derived. The IPS provides information on the total number of trips by overseas visitors to the region.

Day Visitors

Information on day trips at the regional level is available from the Day Visits in Great Britain survey. The survey includes all leisure-related trips from home. It should be noted that a large proportion are local trips made by people resident in the locality. The model uses information from the survey to estimate the number of longer day trips (defined as those lasting at least 3 hours and involving travel of more than 20 miles) and irregular trips lasting more than 3 hours.

Impact of tourism expenditure

This section examines the impact of the tourism expenditure in terms of the direct, indirect and induced expenditure as well as an estimate of the actual jobs (both direct and indirect) supported by tourism expenditure in the district.

The GBTS, IPS and Day Visits to Great Britain survey data on the breakdown of visitor spending. The impact of this initial round of expenditure will be subsequently increased by multiplier effects. These arise from the purchase of supplies and services by the businesses in receipt of visitor expenditure (indirect impacts), and by the income induced-effects arising from the spending of wages by employees in the first round of business and in subsequent expenditure in supplier business (induced impacts).

The New Earnings Survey which provides information on wage levels by industry sector and region; An internal business database which includes data on the structure of business expenditure, local linkages and multiplier ratios drawn from a wide range of business and economic studies carried out by Geoff Broom Associates, PA Cambridge Economic Consultants and others. By applying the breakdown to the estimates of visitor spending, the model generates estimates of total direct spending.

Evidence from national studies suggests that some minor adjustments are required to match visitor spend to business turnover – for example, some expenditure on food and drink actually takes place in inns and hotels that fall in the accommodation sector and within attractions. More significantly, expenditure on travel costs associated with individual trips is equally likely to take place at the origin of the trip as the destination. Therefore the model assumes that only 40% of travel expenditure accrues to the destination area.

Number of full time job equivalents

Having identified the value of turnover generated by visitor spending, it is possible to estimate the employment associated with that spending. Wages for staff and drawings for the proprietors will absorb a proportion of that turnover. By applying these proportions to the overall additional turnover in each sector, the amount of money absorbed by employment costs can be calculated.

The New Earnings Survey provides data from which the average costs by business sector, adjusted to take account of regional differences, can be calculated. After allowing for additional costs such as National Insurance and pension costs, an average employment cost per full time equivalent job can be estimated. The number of such jobs in the local area can then be estimated by dividing the amount of business expenditure on wages and drawings by the average employment cost per job.

Number of Actual Jobs

The model generates estimates of full time equivalent jobs based on visitor spending. However, the total number of actual jobs will be higher when part time and seasonal working is taken into account. The full time equivalent jobs arising directly from visitor spending are converted into actual jobs using information from business surveys in the sectors receiving visitor spending. In general, the conversion factor varies around 1.5 in those sectors.

The indirect and induced jobs arise across a much wider range of employment sectors. Therefore, the average 1.16 for all sectors based on Census of Employment data has been used to convert full time equivalent jobs in this sector to actual jobs.

The employment estimates generated by the model include both self employed and employed people supported by visitor expenditure. The model also includes an estimate of the additional jobs arising in the attractions sector, which are not related to visitor expenditure. However, the numbers do not include other tourism-related employment such as jobs in local authorities arising from their tourism functions, e.g. tourist information staff, additional public health, parks and gardens, public conveniences, maintenance sections and jobs arising from capital investment in tourism facilities.

Trips, Nights and Spend (Definitions)

'Trips' are classified as trips or journeys away from home involving an overnight stay, taken by adults aged 16 and over and accompanying children aged up to 15. Each adult or child present on the trip counts as a trip, for example, a family of 2 adults and 2 children taking a trip away would count as 4 trips.

'Nights' are the number of nights away taken by adults and accompanying children on these trips. Each night away spent by an adult or a child present on the trip counts as a night. Thus, a family of 2 adults and 2 children taking a 3 night trip away from home would count as 12 nights.

'Spend' is the expenditure relating to these trips. It includes costs paid in advance of the trip, costs paid during the trip itself and also any bills relating to the trip received after returning home. It covers costs paid by adults on the trip for themselves and on behalf of others on the trip, including children. It also includes costs paid on behalf of the person taking the trip, such as an employer paying the cost of a business trip.

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