

Aloha of America



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Jessica Nardulli
7150 Wooded Village Lane, Orlando, Florida 32835
(407) 352-2520
(407) 202-9641
alohaofamerica.com

Aloha of America is an event management company focused on customizing entertainment packages for groups from tour and travel and corporate segments. Aloha of America also acts as a consulting and representations company for several brands, acting as an arm of their sales departments.

How would you classify your business?

DMC

Type of Business:

Customized, Group, Leisure, MICE

Types of Travel:

Leisure: Special Events/Sports
Leisure: Other (Educational, Health Treatment, Religion)
Corporate: MICE
Corporate: Transient

Average Size of Booking:

Groups – 50 to 99 pax
Groups – 100 to 249 pax
Groups – 250 to 499 pax

Percentage of business that is

Business-to-Business: 90%

Annual Sales Revenue:

1.5 Million

Percentage of business that is international inbound to the U.S.:

90%

Number of Annual USA Travelers Generated:

6,000 pax & up

Estimated Average Revenue per USA Traveler:

USD \$999 & Below

Number of Years conducting international inbound travel to the USA: 12

Two Highest Performing Quarters:

Q1 Jan to Mar, Q3 Jul to Sep

Types of Products Purchased:

Accommodations
Entrance Tickets
Transportation
One-Day Tours
Shopping
Dining
Other

How are you working with hotels/suppliers?

Group Rates

Types of Packages Offered:

Custom Tours (Shopping, Sports, Luxury, Culinary)
Entertainment/Special Events
Study/Language Immersion Tours

USA Destinations Served:

Entire United States

Top 5 Markets Served:

Brazil, Argentina, Paraguay, Uruguay, Puerto Rico

Languages Offered:

English, Portuguese, Spanish

What is Trending in 2020?

Educational travel for youth groups, corporate training for professionals, sporting programs, and concerts for the international market visiting the US.

What are you looking for at the 2020 Summit?

Creating partnerships with potential suppliers at different destinations and to strategize on ways to grow business together with our partners. Creating awareness of the programs we currently offer.

To strengthen existing relationships and to create new ones within industry professionals

NOTES: