



Southwest Adventure Tours

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As a Destination Management Company & Receptive Tour Operator, we provide Southwest USA tours for individuals and groups, focusing on scenic, photography, and adventure trips. Our specialty is that we focus on small group experiences. Usually between 14 and 25 passengers. We offer a wide range of multi day tours and day tours from Las Vegas, Phoenix, Salt Lake City, and other local areas adjacent to the National Parks. From lodge & hotel based tours to camping & backpacking, we can provide you with unique itineraries and opportunities throughout the Southwestern US.

How would you classify your business?

Inbound/Receptive Operator

Type of Business:

Customized, FIT, Group, Leisure, MICE, Scheduled

Types of Travel:

Leisure: Vacation/Holiday
 Corporate: MICE

Average Size of Booking:

FIT - 1 to 9 pax
 Groups - 10 to 49 pax
 Groups - 50 to 99 pax

Percentage of business that is Business-to-Business: 15%

Annual Sales Revenue: 1,700,000

Percentage of business that is international inbound to the U.S.: 10%

Number of Annual USA Travelers Generated: 1,000 to 2,499 pax

Estimated Average Revenue per USA Traveler:

USD \$1,000 to \$2,999

Number of Years conducting international inbound travel to the USA: 7

Two Highest Performing Quarters: Q2 Apr to Jun, Q3 Jul to Sep

Types of Products Purchased:

Accommodations
 Airfare
 Entrance Tickets
 Transportation
 One-Day Tours
 Other

How are you working with hotels/suppliers?

Group Rates, Static

Types of Packages Offered:

Cultural/Historical Tours
 Custom Tours (Shopping, Sports, Luxury, Culinary)
 Medical/Wellness Travel
 Adventure/Outdoor Tours

USA Destinations Served:

Pacific (Alaska, California, Hawaii, Oregon, Washington)
 West (Colorado, Idaho, Montana, Nevada, North Dakota, South Dakota, Utah, Wyoming)
 Southwest (Arizona, New Mexico, Oklahoma, Texas)

Top 5 Markets Served:

Australia, New Zealand, Canada, UK, US

Languages Offered:

English

What is Trending in 2020?

New Small Group Tour Departures to Alaska, Oregon, Glacier, Black Hills, Colorado.

What are you looking for at the 2020 Summit?

New relationships with suppliers and buyers

NOTES: