

## INBOUND OPERATOR PROFILE

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### Organization description:

We are a tour operator specializing in custom tours around the world and inbound tours to Minnesota and the lower 48 states. We place an emphasis on quality and an experience that is life-changing and believe in starting every tour with a blank sheet of paper to obtain the objectives of your travel. Performance groups, faith based groups, cuisine and cultural tours, educational tours, and shopping tours are itineraries we can offer.

While we are new to the international inbound marketplace, we have operated tours with in the United States since our inception in the mid 1970's. Our multi-lingual staff have worked with groups from other countries.

### Business classification:

- Wholesaler       Inbound/Receptive Tour Operator       Bed Bank       DMC

### Type of travelers (check all that apply):

- Group  
(Average size of group: \_\_\_\_\_)       Leisure       Scheduled  
 Customized       Corporate       MICE  
 FIT       Students

### Percentage of business that is:

65 B2B - Business-to-Business  
35 B2C - Business-to-Consumer  
\_\_\_\_\_ Other:

Percentage of business that is international inbound to the U.S.: New to Inbound - See above

Estimated number of room nights for 2022: 750

### Percentage of tour/hotel types utilized by your travelers:

- Budget/Economy       Standard/Moderate       First Class/Superior       Luxury/Deluxe

Number of years conducting international inbound travel to the U.S.: New to Inbound - See above

**Percentage of travelers during:**

10 Winter 25 Spring 40 Summer 25 Fall

**Product and package overview: types of products purchased:**

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Other: \_\_\_\_\_

**How do you contract with hotels/suppliers:**

- Group Rates
- Static Rates
- Connectivity
- Other: \_\_\_\_\_

**Types of packages offered:**

- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- Medical/Wellness Travel
- National Parks
- Religious Travel
- Student/Language Immersion Tours
- Adventure/Outdoor Tours

**U.S. destinations served:**

- Entire United States
- PACIFIC (Alaska, California, Hawaii, Oregon, Washington)
- WEST (Colorado, Idaho, Montana, Nevada, North Dakota, South Dakota, Utah, Wyoming)
- SOUTHWEST (Arizona, New Mexico, Oklahoma, Texas)
- MIDWEST (Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Nebraska, Ohio, Wisconsin)
- SOUTHEAST (Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, Virginia, Washington, DC, West Virginia)
- NORTHEAST (Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont)
- USA TERRITORIES (American Samoa, Guam, Northern Mariana Islands, Puerto Rico, U.S. Virgin Islands)

**Top markets served (countries of origination):**

Europe, Middle East, North America, South America

**What are you looking for from Suppliers/DMOs in 2022/2023:**