

INBOUND OPERATOR PROFILE

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Organization description:

OnStage by Aloha of America is a destination and events management company based in Orlando, Florida, focused on providing unique experiences for groups interested in professional development programs, youth educational programs, sports programs, cultural immersion programs, incentive travel and branding experiences in destinations around the United States. We were born as a fusion of an event management company, Aloha of America, and a new destination management concept, OnStage. After 14 years of offering successful events, Aloha of America began receiving requests from satisfied customers for us to do MORE. At that time, we did what we always do: WE LISTENED and merged with OnStage to create what is now known as OnStage by Aloha of America. +

Business classification:

- Wholesaler Inbound/Receptive Tour Operator Bed Bank DMC

Type of travelers (check all that apply):

- Group (Average size of group: 50) Leisure Scheduled
 Customized Corporate MICE
 FIT Students

Percentage of business that is:

100% B2B - Business-to-Business
_____ B2C - Business-to-Consumer
_____ Other:

Percentage of business that is international inbound to the U.S.: 90%

Estimated number of room nights for 2022: _____

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.: 3

Percentage of travelers during:

20% Winter 13% Spring 50% Summer 17% Fall

Product and package overview: types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Other: Meeting Services

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):

Brazil, Mexico, Paraguay, Argentina, Uruguay

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

Hotels, attractions, leisure tours, business tours, unique experiences, meeting space, event venues, transportation companies, catering companies.