

## INBOUND OPERATOR PROFILE

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### Organization description:

TourMappers' focus is on providing properties that are characteristic of the destination in which they are located, such as lodges in the Northwest, plantations in the Southeast, inns in New England and ranches in the Mountain West. We provide River Cruises, Windjammer Cruises and our own small-group experiential tours under the name American Experiences.

### 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:

100 B2B - Business-to-Business  
\_\_\_\_\_ B2C - Business-to-Consumer  
\_\_\_\_\_ Other:

Percentage of business that is international inbound to the U.S.: 100

Estimated number of room nights for 2022: 40,000

### 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.: 35

**Percentage of travelers during:**

5 Winter   25 Spring   30 Summer   40 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):**

United Kingdom, Ireland, Belgium, Netherlands, France, Germany, Italy, Austria, Switzerland, Norway, Sweden, Denmark, Finland, Australia, New Zealand, Argentina, Brazil

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

Hotel Static and / or Connectivity agreements (Synxis, TravelClick, RoomCloud.)  
Attraction and Excursion contracts either independently or through FareHarbor (net rates as well as retail rates with commission back for traveler app)