

Table 7 About what percentage of your alumni-travel revenues are accounted for by travel to the following regions of the world:

Table 7.1.1 About what percentage of your alumni-travel revenues are accounted for by travel to Western and Southern Europe?

	Mean	Median	Minimum	Maximum
Entire sample	45,29	40,00	0,00	100,00

Table 7.1.2 About what percentage of your alumni-travel revenues are accounted for by travel to Western and Southern Europe? Broken out by Public and Private Status of the College

Is you college public or private?	Mean	Median	Minimum	Maximum
Public	44,50	37,50	0,00	100,00
Private	46,00	50,00	0,00	100,00

Table 7.1.3 About what percentage of your alumni-travel revenues are accounted for by travel to Western and Southern Europe? Broken out by Annual Tuition

Annual Tuition	Mean	Median	Minimum	Maximum
Less than 10000	46,83	52,50	0,00	100,00
10000 - 40000	25,00	25,00	0,00	40,00
More than 40000	60,67	62,00	0,00	100,00

Table 7.1.4 About what percentage of your alumni-travel revenues are accounted for by travel to Western and Southern Europe? Broken out by Type or Carnegie Class of the College

Type or Carnegie Class of the College	Mean	Median	Minimum	Maximum
Community College	0,00	0,00	0,00	0,00
4-Year College	38,17	37,50	0,00	100,00
MA or PHD Granting	72,00	76,00	40,00	100,00
Research University	54,17	52,50	25,00	90,00

Table 7.1.5 About what percentage of your alumni-travel revenues are accounted for by travel to Western and Southern Europe? Broken out by Total Enrollment

Total Enrollment	Mean	Median	Minimum	Maximum
Less than 3000	18,75	12,50	0,00	50,00
3000 - 12000	55,80	54,00	0,00	100,00
More than 12000	52,00	55,00	0,00	90,00

Table 7.1.6 About what percentage of your alumni-travel revenues are accounted for by travel to Western and Southern Europe? Broken out by Number of alumni trips annually

Number of alumni trips annually	Mean	Median	Minimum	Maximum
Less than 5	0,00	0,00	0,00	0,00
5 - 60	58,33	50,00	25,00	100,00
More than 60	52,50	52,00	0,00	90,00

Table 8 What is the average per person cost of the out of country alumni trips offered to alumni and friends, including, and then excluding air fare or other travel costs?

Table 8.1.1 What is the average per person cost of the out of country alumni trips offered to alumni and friends including travel costs? In \$

	Mean	Median	Minimum	Maximum
Entire sample	4400,00	4100,00	1000,00	7000,00

Table 8.1.2 What is the average per person cost of the out of country alumni trips offered to alumni and friends including travel costs? Broken out by Public and Private Status of the College in \$

Is you college public or private?	Mean	Median	Minimum	Maximum
Public	4700,00	4500,00	2900,00	6500,00
Private	4137,50	3550,00	1000,00	7000,00

Table 8.1.3 What is the average per person cost of the out of country alumni trips offered to alumni and friends including travel costs? Broken out by Annual Tuition in \$

Annual Tuition	Mean	Median	Minimum	Maximum
Less than 10000	4580,00	4000,00	2900,00	6500,00
10000 - 40000	4375,00	4250,00	3000,00	6000,00
More than 40000	4266,67	4300,00	1000,00	7000,00

Table 8.1.4 What is the average per person cost of the out of country alumni trips offered to alumni and friends including travel costs? Broken out by Type or Carnegie Class of the College in \$

Type or Carnegie Class of the College	Mean	Median	Minimum	Maximum
Community College	3842,86	3000,00	1000,00	7000,00
4-Year College	5025,00	5000,00	4100,00	6000,00
MA or PHD Granting	4750,00	4750,00	3000,00	6500,00
Research University	3842,86	3000,00	1000,00	7000,00

Table 8.1.5 What is the average per person cost of the out of country alumni trips offered to alumni and friends including travel costs? Broken out by Total Enrollment in \$

Total Enrollment	Mean	Median	Minimum	Maximum
Less than 3000	4083,33	3750,00	1000,00	7000,00
3000 - 12000	3500,00	3500,00	2900,00	4100,00
More than 12000	5500,00	6000,00	3500,00	6500,00

Table 8.1.6 What is the average per person cost of the out of country alumni trips offered to alumni and friends including travel costs? Broken out by Number of alumni trips annually in \$

Number of alumni trips annually	Mean	Median	Minimum	Maximum
Less than 5	4000,00	4000,00	4000,00	4000,00
5 - 60	3750,00	3250,00	2900,00	6000,00
More than 60	5333,33	6000,00	1000,00	7000,00

What are you looking for in a tour operator that you have not yet found?

- 1) Do not have a tour operator
- 2) Someone who truly handles all of the logistics/communication with alumni once they sign up; a company that is a bit more organized
- 3) We are very happy with the tour operators we currently work with...both in customer service and commission rates.
- 4) Nothing
- 5) Only a few tour operators offer high-quality domestic (North American) tours. so I would like to find more
- 6) We love our tour operator and would not change unless we could offer the same reasonable cost with more of a % of revenue or less participants needed for a free trip.
- 7) n/a
- 8) Someone that understands the business totally, can provide a competitive price and is NOT just out for themselves - believes in customer service
- 9) we use Collette
- 10) Easy to manage and promote, reasonable cost, appealing to alumni
- 11) At present, we are not working with any tour operators
- 12) flexible itinerary and good value are two important factors
- 13) New destinations that can be highly customized.
- 14) Very happy with current providers, especially AHL.