DIVERSIFICATION OF CARIBBEAN TOURISM EXPERIENCES

A custom report prepared by Euromonitor International

August 2019
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Main project objectives

Project Background
This initiative is a component of the Innovation for Tourism Expansion and Diversification project being implemented by the Compete Caribbean Partnership Facility (CCPF) with the objective to build the capacity of the Caribbean Tourism Organization (CTO) to diversify the regional product offering and enable more entrepreneurs to generate revenues from tourism. CCPF’s purpose is to drive inclusive and sustainable economic growth through greater competitiveness and innovation in the private sector. While growth has been recorded in the Caribbean tourism industry, rural or non-coastal communities are largely excluded from the revenues generated. For these communities to benefit economically, they must diversify their product offering, expand Community-Based Tourism (CBT) and take advantage of the paradigm shift in the industry.

Client Objectives
Compete Caribbean Partnership Facility (CCPF) would like to:
- Acquire knowledge regarding shifts and quantify market demand (volume of interest, type of activity, and willingness to pay) for Caribbean entrepreneurs to assess profitability.
- Utilize outcomes of research to educate micro, small and medium enterprises (MSMEs) about the size and characteristics of market opportunities for a variety of products and services that can be offered locally through partnerships with Caribbean Tourism Organization (CTO) and other business support organizations in the region facilitating business clusters.

Action to be Taken
Ultimately, Euromonitor International provided CCPF with the following deliverables:
- Segment and profile potential tourists from US profiles based on consumer research.
- Identify the products and services that can be offered, and prioritize the ones that will be assessed based on local capacity and market potential.
- Define the products and services for which the market demand will be assessed. This may involve assessing the importance of value-added activities such as Organic certification, Fairtrade, sourcing locally, etc.
- Collect data from the main customer segments through focus groups, surveys, and consultation with tour operators or other knowledgeable actors, and analyze the data to assess the size and characteristics of potential opportunities.
- Highlight any local constraints or key success factors in meeting demand sustainably.
- Provide specific and pragmatic recommendations to generate revenues for MSMEs and CBT projects in an inclusive and sustainable manner.
Definition of community-based tourism used in the project

In 2006, CTO adopted a statement defining community tourism as:

*CTO-European Commission. Competing with the Best: Good Practices in Community-based Tourism in the Caribbean. (2006)*
Steps taken in the prioritization of activities to conduct in-depth analysis

1. Determine existing niches and activities in Caribbean with desk research
   - Define niche markets: Adventure, Agro and Food Tourism, Culture and Heritage Tourism, Nature-Based, S.A.V.E.*, Wellness Tourism
   - Categorize existing CBT activities in the Caribbean under each niche and defining an intermediate category (“activity”) to be tested in the scorecard
   - The total number of activities is 30

2. Establish scorecard metrics and their score with Pulse interviews
   - Number of businesses offering the CBT experience and its price
   - Community involvement in the activity (low-mid-high)
   - Employment potential throughout the value chain (low-mid-high)
   - Capacity in the Caribbean to implement the activity (low-mid-high)
   - Interest and popularity of the activity among US tourists (low-mid-high)

3. Assign weight to metrics and prioritize
   - Determine the percentage of importance of the six metrics
   - Calculate final score for all 30 activities and establish the top 15 to be prioritized to further test in the online focus group and survey
   - Beach Tourism is also incorporated as part of the analysis

Prioritized 15 activities + Beach Tourism

<table>
<thead>
<tr>
<th>Activity</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beach Tourism</td>
<td></td>
</tr>
<tr>
<td>Ecolodge</td>
<td></td>
</tr>
<tr>
<td>Farm to Table</td>
<td></td>
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<tr>
<td>Farm Tour</td>
<td></td>
</tr>
<tr>
<td>Festival</td>
<td></td>
</tr>
<tr>
<td>Food and Beverage Tour</td>
<td></td>
</tr>
<tr>
<td>Heritage Site</td>
<td></td>
</tr>
<tr>
<td>Homestay</td>
<td></td>
</tr>
<tr>
<td>Indigenous Tourism</td>
<td></td>
</tr>
<tr>
<td>Local Tourism</td>
<td></td>
</tr>
<tr>
<td>School Exchanges and Cultural Immersion</td>
<td></td>
</tr>
<tr>
<td>Traditional Cuisine</td>
<td></td>
</tr>
<tr>
<td>Traditional Health and Wellness</td>
<td></td>
</tr>
<tr>
<td>Volunteer with Local Experience</td>
<td></td>
</tr>
<tr>
<td>Wellness</td>
<td></td>
</tr>
<tr>
<td>Wildlife Tourism in Natural Habitat</td>
<td></td>
</tr>
</tbody>
</table>

*S.A.V.E. refers to Scientific, Academic, Volunteer and Educational tourism
### Definitions used in the project

<table>
<thead>
<tr>
<th>Activity</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beach Tourism</td>
<td>Tourism activity that is centered around the marine environment. It includes visits to coastal towns and recreational activities related to enjoying the sun, sand, and sea including sunbathing, snorkeling, paddle boarding, scuba diving, walking/playing on the beach, etc.</td>
</tr>
<tr>
<td>Ecolodge</td>
<td>A tourist accommodation facility that is ecologically designed and managed to have a minimal negative impact on the natural environment and host community in which it is situated. Ecolodges are mainly located in a remote destination in nature, and are often built from natural materials.</td>
</tr>
<tr>
<td>Farm to Table</td>
<td>A culinary experience that includes products that are locally grown or sourced. This may include a farm tour, harvesting ingredients, and/or a cooking class in addition to a meal/tasting using locally sourced ingredients.</td>
</tr>
<tr>
<td>Farm Tour</td>
<td>An activity linked to a tour/visit to an agricultural farm. This can include organic farm tours, or tours of specialized crops such as coffee and cacao plantations, spice farms and medicinal herbs. Farm tours may include meals, food tastings, and/or accommodations.</td>
</tr>
<tr>
<td>Festival</td>
<td>Festivals are events centered on celebrating or commemorating some aspect of local indigenous culture, heritage and traditions, spiritual practice, gastronomy, film and/or music of a country, community, religion, ethnic or social group. Festival Tourism is a popular niche market segment, defined as travel for the main purpose of attending festivals.</td>
</tr>
<tr>
<td>Food and Beverage Tour</td>
<td>Expeditions that include visits/excursions linked to food and related products and activities. Tours might highlight the process, include a tasting and/or culinary cooking activity. Popular tours include rum, coffee, spices, and chocolate.</td>
</tr>
<tr>
<td>Heritage Site</td>
<td>Historical, cultural, archeological and indigenous sites and ruins such as monuments, buildings, structures and cemeteries of significant local value or where political, military, cultural or social history has been preserved.</td>
</tr>
<tr>
<td>Homestay</td>
<td>A homestay property is an alternative accommodation in a private residence/local home that accommodates paying guests. Travelers usually stay with a family and experience their cooking. Homestays can be offered by individuals and their families or by structured organizations.</td>
</tr>
</tbody>
</table>

Source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
### Definitions used in the project

<table>
<thead>
<tr>
<th>Activity Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indigenous Tourism</td>
<td>Tourism activity that is owned, operated, and/or managed by members of indigenous communities, and offers unique and authentic experiences to visitors while also contributing to sustaining local livelihoods, protecting valued socio-cultural traditions, and the natural and cultural heritage resources of the community.</td>
</tr>
<tr>
<td>Local Tourism</td>
<td>Tourism activity that offers experiences linked to the local/host community. May include multiple activities across various tourism niches and categories, with an aim to offer an authentic and local experience. Experiences may be packaged to include transportation, accommodation, meals, a guide, etc.</td>
</tr>
<tr>
<td>School Exchanges and Cultural Immersion</td>
<td>Travel experience which has as a primary motivation the tourist’s engagement and experience in learning, self-improvement, intellectual growth and skills development. Includes a broad range of products and services related to academic studies, skill enhancement, school trips, career development courses and language learning among others. Experiences can be focused on specific subject areas or aspects of culture where learning is the primary goal, and travel is a complementary criterion.</td>
</tr>
<tr>
<td>Traditional Cuisine</td>
<td>Activities in the destination where the local food and beverage including agricultural products, gastronomic offerings and methods of food preparation are the primary pull factors and key aspects of the experience. Can be offered at family and local restaurants including the traditional fish fry.</td>
</tr>
<tr>
<td>Traditional Health and Wellness</td>
<td>Tourism that is based on locally significant wellness activities, done by tourists with the principal purpose of improving their health and wellbeing. Examples may include mineral baths, spa treatments, courses on ancient herbs and their uses, etc.</td>
</tr>
<tr>
<td>Volunteer with Local Experience</td>
<td>Trips taken to a destination for the purpose of assisting the host community, often with a social cause as the primary motivation with travel as a complementary feature. Examples include voluntourism for reconstruction in the aftermath of a natural disaster, community development activities, conservation, and clean-ups.</td>
</tr>
<tr>
<td>Wellness</td>
<td>Activities that offer preventive, lifestyle-enhancing, relaxing, pampering and healing treatments. Experiences can include yoga, mindfulness, and meditation retreats including detox retreats, and retreats guided by expert nutritionists among other specialists.</td>
</tr>
<tr>
<td>Wildlife Tourism in Natural Habitat</td>
<td>Trips to destinations with the main purpose of observing the local fauna. Includes birdwatching, turtle watching, and generally observing wildlife in its natural habitat. This does not include reserves or sanctuaries.</td>
</tr>
</tbody>
</table>

Source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
The four activities for Caribbean MSMEs to prioritize based on high Caribbean benefits** high US tourist interest*** include:

- **Local Tourism**: Community experiences with local people
- **Food and Beverage Tour**: Rum, coffee and chocolate tours
- **Traditional Cuisine**: Offered at family-run or local restaurants
- **Farm to Table**: Culinary experience involving locally grown and prepared food

MSMEs can offer many different CBT activities in the Caribbean. A scorecard* was used to identify the activities with the greatest potential to generate revenues and increase competitiveness.

**Scorecard criteria:**
- Price range to value high-value activities
- Current number of Caribbean businesses offering activity
- Involvement of community
- Employment potential
- Interest/popularity

Source: Euromonitor International

* Scorecard used to rank CBT activities included in appendix
**Caribbean benefits refer to the combination of metrics from the scorecard (community involvement, employment potential, capacity, activity price, and number of businesses)
***Interest levels based on consumer survey, N = 629
MSMEs can develop CBT activities with attributes that generate greater willingness to pay

Local Tourism
- Among those who prefer Local Tourism, most are willing to pay (WTP) as much as US$300 per activity.
- MSMEs have opportunity to align product offerings with what US tourists are willing to pay (current Caribbean offering US$100-2,000+).
- Over half are willing to pay more if they know the ticket price % that goes back to the community and VIP options.
- Almost 70% of respondents would pay more for local transportation and being combined with other activities.

Food and Beverage Tour
- Among those who prefer Food and Beverage Tours, most are willing to pay up to US$300 for their experience.
- MSMEs have an opportunity to align product offerings with US tourist WTP (current Caribbean offering US$30-1,200).
- 35% are willing to pay more for any of the following attributes: Organic certification, avoidance of chemicals, locally sourced, Fairtrade certification, benefits everyone fairly, and embraces environmental sustainability.
- Around 20% are willing to pay at least 25%-50% more for VIP options and access.

Traditional Cuisine
- Among those who prefer Traditional Cuisine, most are willing to pay as much as US$100 for their experience.
- MSMEs have a great market opportunity to capture US tourist WTP as the current Caribbean offering is US$10-15.
- Half of respondents are willing to pay more if they know that the food is sourced locally, and nearly 40% are willing to pay extra for organic produce.
- 65%+ of respondents would pay up to 25% more for local transportation and being combined with other activities.

Farm To Table
- Among those who prefer Farm to Table, the majority would pay as much as US$100 for their experience.
- The current CBT offering of MSMEs (US$25-110) aligns with what US tourists are willing to pay.
- About half of respondents are willing to pay more if the Farm to Table experience is locally sourced, embraces environmental sustainability, and offers VIP options or access (e.g. a private and romantic experience for a couple).
- Almost 65% of respondents are willing to pay up to 25% more for local transportation.

Source: Euromonitor International
*Caribbean benefits refer to the combination of metrics from the scorecard (community involvement, employment potential, capacity, activity price, and number of businesses)
**Interest levels based on consumer survey, N = 629
MSMEs should consider other key findings from US tourist survey responses

1. Ensure safety and hygienic conditions for US tourists
   - Focus on safety and hygiene as part of customer service.
   - Certifications to show that standards have been met, and provide needed credibility for US tourists.

2. Bundle Wellness with high-interest CBT activities
   - Wellness activities currently see low interest among tourists.
   - Tourists show more interest in combined activities.
   - Bundle them with high-interest CBT activities (e.g., Traditional Cuisine) to generate greater demand.

3. Opportunity in high-interest/low-benefit for CBT providers
   - MSMEs focused on community benefit have opportunity in Heritage, Festival and Wildlife Tourism, activities with fewer CBT businesses.
   - Pioneer activity and differentiate among competition; however, this is likely to require significant capital funds.

4. Redefine activities generate highest average WTP
   - ‘Redefine’ activities (lower Caribbean benefit and lower tourist interest) have a higher average ticket price than other CBT activities.
   - This presents a value opportunity for MSMEs with fewer US tourist participants.

5. Include attributes to meet US tourist basic expectations
   - At least 20% of US tourists expect local transportation to be included in activity price (except Wellness).
   - Half of respondents expect a local guide for Wildlife Tourism in Natural Habitat, Heritage Site, Farm Tour, Indigenous Tourism, and School Exchanges and Cultural Immersion.

6. Offer tiered CBT experiences to capture greatest WTP
   - Present CBT experiences in basic, advanced, and premium packages that incorporates a mix of CBT activities to capture greatest willingness to pay.
   - Tiered pricing often encourages consumers to opt for middle-priced options.

Source: Euromonitor International
Greater CBT awareness among US tourists will generate more long-term CBT participants

- 21% of respondents are familiar with Community-Based Tourism (CBT) presenting an opportunity to build greater awareness.

- 55% of the Guyanese in the Diaspora that traveled to Guyana in the past three years are familiar with CBT representing the largest share among profiles. In contrast, only 17% of Caribbean Explorers are familiar with CBT.

- 79% of US tourists would be interested in doing CBT in the Caribbean once they became aware of the term.

- 10% of US tourists show a high level of interest and are looking to participate in CBT on their next trip to the Caribbean. These are potential customers for Caribbean MSMEs to target.

- 44% of respondents would consider doing CBT in the Caribbean because it would be a learning experience. Tourists find certain elements of CBT activities personally appealing such as authenticity.

- 21% would not consider doing CBT because they do not know what the term means.

- Across all respondents, Traditional Cuisine had been experienced by 39%, Local Tourism by 34%, Festival by 26%, and Heritage Site by 26%.

- The funnel results in US tourists participating in CBT activities. MSMEs can offer promotions and exclusivity among other measures to encourage greater participation.

Source: Euromonitor International based on consumer survey in the US. N=469

'Caribbean Explorers’ profile is based on survey conducted in the US. N = 467

‘CBT Connoisseurs’ profile is based on survey conducted in the US. N = 262

‘Guyanese in the Diaspora’ profile that have travelled to Guyana in the last three years. N = 11
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COMMUNITY-BASED TOURISM ACTIVITIES
TOURIST PROFILES
CBT TRENDS
CONCLUSIONS
APPENDIX
Activities were divided into four groups based on regional benefits and tourist interest

**Selected CBT Activities in the Caribbean**

- **A) Prioritize**
  - These activities show highest benefits for the region.
  - They are most interesting to US tourists.

- **B) Promote internationally**
  - Benefits for the Caribbean are high.
  - US tourists show low interest; therefore, promotion and repositioning are required.

- **C) Develop locally**
  - US tourists are highly interested in these.
  - They bring lower benefits to the region, therefore, they need further development.

- **D) Redefine**
  - Interest level among tourists is low, as are the benefits for the Caribbean compared to the rest of the activities.
  - Requires repositioning to strengthen both.

Source: Euromonitor International

*Caribbean benefits refer to the combination of metrics from the scorecard (community involvement, employment potential, capacity, activity price, and number of businesses)

**Interest levels based on consumer survey, N = 629
These activities offer high benefits for the Caribbean
Level of interest among tourists is also high
Activities include:
- Local Tourism
- Food and Beverage Tour
- Traditional Cuisine
- Farm to Table
Multi-activity excursion striving for an authentic and local experience

Local Tourism is a tourism activity that offers experiences linked to the local/host community. May include multiple activities across various tourism niches and categories, with an aim to offer an authentic and local experience. Experiences may be packaged to include transportation, accommodation, meals, a guide, etc.

Examples in the Caribbean

- Typically extended multi-day stays with variations of full-day offerings that combine school visits, museum visits, Heritage Sites and local cuisine as seen in 'Country Style' in Jamaica.

- Authentic and unique experiences are exemplified by 'Porus Manchester Rastafarian Experience', a multi-activity experience involving direct interaction with a local family, participatory cooking experience prepping local cuisine, transportation and a local host.

- 'Jamaican Root Experience' offers a similar complete experience focusing on storytelling and traditional folklore.

- The 'Belvedere Community Nature and Heritage Woodlands' is an excursion to an isolated village including natural elements off the beaten path such as local knowledge about herbal remedies and folklore.

Favorable characteristics for Local Tourism

- Offers authentic ‘day-in-the-life’ experience for tourists including the history and cultural traditions of the destination, fostering true appreciation of the community.

- Tourists more clearly understand the direct benefit of tourism dollars on the community based on positioning.

- Cultural preservation through structured and repeated tourist activity led by educated and knowledgeable locals.

- Local guide, transportation, and various structured activities boosts confidence among tourists and encourages participation.

Challenges for Local Tourism

- Tourist uncertainty as to activity outcomes and expectations can drive them to choose other activities while traveling.

- Existing physical infrastructure can limit access to rural communities that could offer Local Tourism.

- Local communities and villages can be perceived by tourists as unsafe due to lack of information and knowledge (about crime).

- Uncertainty as to amenities, including quality of food and water, available in communities can limit greater tourist participation.

Source: Euromonitor International based on consumer surveys in the US (230 respondents for Local Tourism) and trade interviews in the US and the Caribbean

Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
Opportunity to visit various tourist spots for an insider view of destination

<table>
<thead>
<tr>
<th>Who to target</th>
<th>What tourists expect to get</th>
</tr>
</thead>
<tbody>
<tr>
<td>Popular among broad demographics, including couples, solo travelers, and</td>
<td>Usually lasts from half to a full day, depending on activity</td>
</tr>
<tr>
<td>families with children, but skewed towards adults over 50.</td>
<td>selection.</td>
</tr>
<tr>
<td>Usually travel with their partner or friends, plan their vacations up to 1</td>
<td>Typically stay in a hotel or all-inclusive resort and plan</td>
</tr>
<tr>
<td>year in advance, but activities are decided closer to the travel date or on</td>
<td>several activities to do as well as enjoying some time at the</td>
</tr>
<tr>
<td>the spot.</td>
<td>beach.</td>
</tr>
<tr>
<td>Tourists choose unique activities that can be enjoyed with their family while</td>
<td>Tourists expect this activity to have a local guide that walks</td>
</tr>
<tr>
<td>they relax. This is why they normally include climate and safety among top</td>
<td>them through all the attractions that typically include a</td>
</tr>
<tr>
<td>considerations when selecting a destination.</td>
<td>combination of town visits, cultural and agricultural</td>
</tr>
<tr>
<td>The seek to gain an in-depth local understanding of the destination country.</td>
<td>attractions and a home-cooked meal.</td>
</tr>
<tr>
<td></td>
<td>Travelers expect a convenient experience, with transportation to</td>
</tr>
<tr>
<td></td>
<td>and from their accommodations, and all entry fees paid for all</td>
</tr>
<tr>
<td></td>
<td>activities on the tour.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>How the activity should be positioned</th>
<th>Where to promote and advertise the activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>A unique opportunity to witness the destination and interact with locals to</td>
<td>Advertise online in source market through travel websites to</td>
</tr>
<tr>
<td>gain a true appreciation of the community, its culture, and heritage.</td>
<td>encourage pre-booking as a 1-day excursion.</td>
</tr>
<tr>
<td>Offers an insider view into the destination’s history and cultural traditions</td>
<td>Promote also at destination as many tours are booked after</td>
</tr>
<tr>
<td>with the aid of a local guide, which boosts tourist confidence as tourists are</td>
<td>arrival via resort staff and activity brochures, through</td>
</tr>
<tr>
<td>concerned about issues such as local crime and the safety of water and food.</td>
<td>billboards, tourist information kiosks, tour operators, and</td>
</tr>
<tr>
<td>Tourists are mostly interested in combining Local Tourism with culinary</td>
<td>taxis.</td>
</tr>
<tr>
<td>activities such as Food and Beverage Tours or Traditional Cuisine, and are</td>
<td>The majority of tourists expect to book online and pay with</td>
</tr>
<tr>
<td>willing to pay more if these come as part of a package deal.</td>
<td>credit or debit card, or pay as part of the package with the</td>
</tr>
<tr>
<td></td>
<td>tour operator or hotel.</td>
</tr>
</tbody>
</table>

Source: Euromonitor International based on consumer surveys in the US (230 respondents for Local Tourism) and trade interviews in the US and the Caribbean
Couples who seek immersive and local experiences that combine different activities

**General travel habits**
- They normally travel with their partners looking for learning experiences.
- They plan their vacation at least three months in advance but decide what activities to do once the date is closer or when they are at the destination.
- Airline and hotel websites are used to search and book, while destination and travel websites are preferred to research about the destination.

**About the Caribbean**
- Interesting tourist attractions, especially the beautiful beaches, as well as the tropical weather make the Caribbean an attractive destination for those tourists that want to travel there in the next 18 months.
- The length of the trip will be a week and an all-inclusive resort is the preferred accommodations. Taking a cruise is also of their interest.

**About Community-Based Tourism**
- Most tourists are unfamiliar with the term CBT.
- Most tourists might consider doing CBT because they want to explore the community with locals, making it a unique and different experience.
- However, unfamiliarity with the term discourages people as they do not know what to expect and how they can benefit from the activity.

Source: Euromonitor International based on consumer surveys in the US (230 respondents for Local Tourism) and trade interviews in the US and the Caribbean
### HOW THE TOURIST DESCRIBES THE ACTIVITY

Half- to full-day activity that provides guidance and convenience when visiting key local spots

#### Length of the activity

<table>
<thead>
<tr>
<th>Duration</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Few hours</td>
<td>23%</td>
</tr>
<tr>
<td>Half day</td>
<td>33%</td>
</tr>
<tr>
<td>Full day</td>
<td>30%</td>
</tr>
<tr>
<td>Two days</td>
<td>6%</td>
</tr>
<tr>
<td>Three days or more</td>
<td>9%</td>
</tr>
</tbody>
</table>

- Length of activity can vary from a few hours to a full day.
- It depends on the number of sites to visit and if it is combined with other activities.

#### Preferred accommodation

<table>
<thead>
<tr>
<th>Accommodation Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel</td>
<td>41%</td>
</tr>
<tr>
<td>All-inclusive resort</td>
<td>27%</td>
</tr>
<tr>
<td>Not included</td>
<td>7%</td>
</tr>
<tr>
<td>Homestay</td>
<td>7%</td>
</tr>
<tr>
<td>Others</td>
<td>6%</td>
</tr>
<tr>
<td>Short-term rental</td>
<td>6%</td>
</tr>
<tr>
<td>Bed and breakfast</td>
<td>4%</td>
</tr>
<tr>
<td>With family/friends</td>
<td>3%</td>
</tr>
<tr>
<td>Ecolodge</td>
<td>0%</td>
</tr>
</tbody>
</table>

- Hotels and all-inclusive resorts are the main type of accommodations for tourists.
- Some cruise tourists also choose Local Tourism as an activity to do while they stop in a country for a few hours or a day.

#### Travel companions

<table>
<thead>
<tr>
<th>Companion Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partner</td>
<td>63%</td>
</tr>
<tr>
<td>Alone</td>
<td>13%</td>
</tr>
<tr>
<td>Friends</td>
<td>11%</td>
</tr>
<tr>
<td>Family with children</td>
<td>7%</td>
</tr>
<tr>
<td>Family without children</td>
<td>5%</td>
</tr>
<tr>
<td>Others</td>
<td>1%</td>
</tr>
</tbody>
</table>

- The majority select their partner as their travel companion.
- Some might also consider doing Local Tourism alone since they expect to engage directly with the local people.

#### Characteristics of the activity

<table>
<thead>
<tr>
<th>Activity Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local guide</td>
<td>36%</td>
</tr>
<tr>
<td>Local transportation</td>
<td>20%</td>
</tr>
<tr>
<td>Town visits</td>
<td>18%</td>
</tr>
<tr>
<td>All entry fees paid</td>
<td>13%</td>
</tr>
<tr>
<td>Interaction with locals</td>
<td>13%</td>
</tr>
<tr>
<td>Culture</td>
<td>7%</td>
</tr>
<tr>
<td>Home-cooked meals</td>
<td>3%</td>
</tr>
<tr>
<td>Agriculture</td>
<td>3%</td>
</tr>
<tr>
<td>Others</td>
<td>1%</td>
</tr>
</tbody>
</table>

- Tourists expect to have a local guide to show them where to go and what towns to visit, as well as facilitating all logistical aspects.
- The activity can combine different visits; if so, tourists expect to have local transportation included.

---

Source: Euromonitor International based on consumer surveys in the US (230 respondents for Local Tourism) and trade interviews in the US and the Caribbean
Duration and number of activities have a significant impact on prices.

**Price range that tourists are willing to pay based on their description**

- **US$31-300**
- **US$100-2k+**

**Price range currently offered in the Caribbean**

How to encourage tourists to pay for a higher ticket:

- Offer tourists the possibility of customizing their activities, letting them select what to do, time spent, and restaurants visited according to their interests and needs.
- Highlight the authenticity of the local experience, as tourists are willing to pay more if they know a percentage of the ticket goes to the community.
- Offer convenience to visitors by providing transportation to and from the hotel.

Source: Euromonitor International based on consumer surveys in the US (230 respondents for Local Tourism) and trade interviews in the US and the Caribbean.
Accommodation, transportation, and customization offer highest value for tourists

1. Greatest share of tourists willing to pay more
   - 67% of tourists value accommodations enough to pay extra, and the greatest share of tourists (38%) are willing to pay up to 25% more.
   - 68% are willing to pay more if the experience includes transportation; 53% of them are willing to pay up to 25% more.
   - 62% are willing to pay more for customized packages; 43% of them are willing to pay up to 25% more.
   - Over 50% of respondents are also willing to pay more for VIP access and known percentage that goes back to the community. Most of them are willing to pay no more than 25% extra.

2. Middle share of tourists willing to pay more
   - 30-45% of respondents are willing to pay for Local Tourism with Organic and Fairtrade certification, locally sourced products, environmental sustainability, fair community benefits, etc.
   - Most of them are willing to pay up to 25% more for these extras.

3. Least share of tourists willing to pay more
   - 29% of tourists said they are willing to pay extra for Local Tourism and produce grown with no chemicals.
   - 19% of tourists said they are willing to pay extra for Local Tourism with child care.
   - 8% of tourists are willing to pay at least 25% more for child care.

Source: Euromonitor International based on consumer surveys in the US (230 respondents for Local Tourism)
Gastronomic tour that allows tourists to appreciate unique flavors and products

Food and Beverage Tour are expeditions that include visits/excursions linked to food and related products and activities. Tours might highlight the process, include a tasting and/or culinary cooking activity. Popular tours include rum, coffee, spices, and chocolate.

Examples in the Caribbean

- Tours may focus solely on the production process of a local product as seen at the Pick Pepper Sauce Factory that also houses a retail store for tourists to purchase locally made culinary products.
- Other tours are multi-activity such as the 'Mero Secret Tour' including a tour of the banana plantation, nature hike to waterfalls, beaches, sampling local cuisine, and an optional bat cave experience.
- Tours focused around alcoholic beverages are typically less frequented by families; however, popular experiences include rum tours in Barbados and throughout the Caribbean islands.
- Other regional products include coffee and cacao; tour examples include 'Mavis Bank in the Blue Mountains' which combines coffee tours with a full day of events. A single-activity, tour-only option is available at the same locale.

Favorable characteristics for Food and Beverage Tours
- Authentic foods and beverages unique to destination country.
- Full learning and gastronomic experience from agricultural education, food and beverage production, to tasting.
- Complementary activity within tourist itinerary that allows tourists to experience new things, as well as rest and relax.
- Environmentally conscious tourists interested in locally sourced ingredients for food and beverage production.
- Organized Food and Beverage Tours are more trusted than less structured agro and food tourism offerings.

Challenges for Food and Beverage Tours
- Tourists perceive food to be a risk in terms of safety, and are hesitant to take part in activities with a strong focus on tasting food and beverages.
- Not all geographies have well-marketed and unique food and beverage offerings.

Source: Euromonitor International based on consumer surveys in the US (292 respondents for Food and Beverage Tour) and trade interviews in the US and the Caribbean
Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
An add-on experience that is a unique, authentic aspect of destination

<table>
<thead>
<tr>
<th>Who to target</th>
<th>What tourists expect to get</th>
</tr>
</thead>
<tbody>
<tr>
<td>Married adults over 55 years old as well younger adults aged 26 to 35 who generally travel to countries closer to the US.</td>
<td>The activity is expected to last from a few hours to half a day, and most tourists enjoy these activities more if done with their partner.</td>
</tr>
<tr>
<td>These demographics usually seek affordable beach destinations where they can relax and also see, try, or learn something new. They pay special attention to food and restaurant offerings, followed by sightseeing offerings.</td>
<td>Tourists want to witness firsthand how local products are made through a guided or self-guided tour. They expect to see the authentic local practices as well as the local ingredients used, and be able to try the final products.</td>
</tr>
<tr>
<td>Destination and travel websites are their main source of information but they also rely on recommendations from acquaintances to determine which activities to do. Typically, they decide closer to the departure or on the spot.</td>
<td>Convenience is highly appreciated, as they expect to have a local guide and local transportation, especially if the location is located far from their accommodations. They also want to pay for the full tour at the time of booking.</td>
</tr>
</tbody>
</table>

<table>
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<tr>
<th>How the activity should be positioned</th>
<th>Where to promote and advertise the activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highlight the unique aspects of production processes in the Caribbean so that tourists gain a deeper understanding of what they are paying for and its cultural meaning.</td>
<td>Advertise both in source market and at the resort. For pre-planned itineraries offered by travel agents and hotels, include as one of the activities.</td>
</tr>
<tr>
<td>Certifications, hygiene, and safety practices are important factors for tourists with strong concern about the region’s food and water regulations.</td>
<td>Online, destination-specific and global travel websites that allow for pre-booking and/or paying online with a card to capture high interest among tourists.</td>
</tr>
<tr>
<td>As culinary experiences are highly popular, they can also be promoted together with Traditional Cuisine or Farm to Table as consumers are willing to pay for a well-rounded, local culinary experience.</td>
<td>Advertisements and/or features on food and travel channels will help develop awareness and interest.</td>
</tr>
</tbody>
</table>

Source: Euromonitor International based on consumer surveys in the US (292 respondents for Food and Beverage Tour) and trade interviews in the US and the Caribbean
TOURIST PROFILE

Time split evenly between relaxing at beach and exploring country authentically

The audience can be broader as Millennial travelers consider taking part in in Food and Beverage Tours.

- 69% over 46 years old
- 80% college graduate or higher degree
- US$107,877 average household income
- 8% have family in the Caribbean
- 55% female, 45% male
- 61% are married
- 45% have kids, Most are older than 18
- 54% are currently working

General travel habits
- They seek a good balance between trying something new and having a relaxing, no-stress vacation with their partners, friends or family.
- Leverage online resources to learn about the destination and activities.
- Are price-sensitive but also prioritize the local food and restaurants available as well as sightseeing options in making their selection of destinations.

About the Caribbean
- The Caribbean is an ideal destination, mainly for the tropical weather and beaches that allow tourists to let go of their stresses and relax.
- Tourists all show interest in exploring local, authentic food and drinks.
- The trip will typically last a week at an all-inclusive resort or hotel with convenient and direct access to the beach.

About Community-Based Tourism
- Most tourists do not know the term CBT. They guess it means engaging with people in the community or locals that run guided tours for visitors.
- Although interest in CBT is high, 25% are hesitant as it is something completely new that they have never done before, they do not know what it involves, and they might simply prefer to relax on the beach instead.

Source: Euromonitor International based on consumer surveys in the US (292 respondents for Food and Beverage Tour) and trade interviews in the US and the Caribbean
A half-day culinary experience that involves cooking local food and tasting local products

**Length of the activity**
- Few hours: 39%
- Half day: 39%
- Full day: 17%
- Two days: 2%
- Three days or more: 4%

- The activity can last up to half a day.
- Time spent depends on whether it also includes food tasting, full meals, or just visiting the establishments.

**Preferred accommodation**
- All-inclusive resort: 37%
- Hotel: 29%
- Not included: 10%
- Others: 8%
- Bed and breakfast: 5%
- Short-term rental: 4%
- With family/friends: 3%
- Ecodge: 2%
- Homestay: 1%
- Hostel: 0%

- Most travelers would rather stay either at a resort or hotel.
- Thus, tourists can book the activity through the reception or concierge.

**Travel companions**
- Partner: 68%
- Friends: 13%
- Alone: 9%
- Family with children: 7%
- Family without children: 3%
- Others: 0%

- Food and Beverage Tours are meant to be shared with travel companions.
- They usually choose to go with their partners, but Food and Beverage Tours are also suitable as a social event with friends.

**Characteristics of the activity**
- Local guide: 41%
- Local transportation: 28%
- All entry fees paid: 21%
- Home-cooked meals: 20%
- Culinary cooking activity: 18%
- Testing the product: 18%
- Tour the facility: 15%
- Purchase the product: 5%
- Others: 2%

- The activity should be guided and include convenient local transportation if the distance is long.
- Tourists expect the tour to go beyond just seeing the facility but also having a meal, tasting the product and even having an option to take a cooking class if possible.
- Simply purchasing the product is not enough if they do not get hands-on experience.

Source: Euromonitor International based on consumer surveys in the US (292 respondents for Food and Beverage Tour) and trade interviews in the US and the Caribbean
Tourists are unlikely to pay high sums for an add-on activity to their beach vacations

**WILLINGNESS TO PAY**

US$50-300  
Price range that tourists are willing to pay based on their description

US$30-1,200  
Price range currently offered in the Caribbean

How to encourage tourists to do the activity:

- **Combine the tours with other activities** that enhance the food and beverage experience such as Farm Tours to see where ingredients come from, cooking classes that use local ingredients, or visits to Heritage Sites that are relevant in the area.

- **Offer a more convenient experience** with transportation to/from the hotel or port, and flexible schedules adapted to the needs of tourist groups.

- **Highlight all the benefits of this activity** including the complete learning experience for curious foodies as well as the profits that go back to the community thanks to the tourist investment.

Source: Euromonitor International based on consumer surveys in the US (292 respondents for Food and Beverage Tour) and trade interviews in the US and the Caribbean
Local transportation and tours combined with other activities offer highest value

1. Greatest share of tourists willing to pay more
   - 63% of respondents are willing to pay more if the activity includes transportation, with most willing to pay up to 25% more.
   - 61% show more willingness to pay for an activity package. 39% of tourists are willing to pay up to 25% more.
   - 53% are also willing to pay more for a known percentage that goes back to the community and customized packages. Most of them are willing to pay no more than 25%.

2. Middle share of tourists willing to pay more
   - 34-49% of respondents are willing to pay for Food and Beverage Tours with Organic and Fairtrade certification, locally sourced products, ingredients grown without chemicals, environmentally sustainable, VIP access and fair community benefits.
   - The majority of them are willing to pay up to 25% more for these extras.

3. Least share of tourists willing to pay more
   - 18% of tourists said they are willing to pay extra for Food and Beverage Tour with child care.
   - 7% of tourists are willing to pay at least 25% more for child care.

Source: Euromonitor International based on consumer surveys in the US (292 respondents for Food and Beverage Tour) and trade interviews in the US and the Caribbean
Culturally relevant cuisine and flavors unique to destination geography

Traditional Cuisine is activities in the destination where the local food and beverage including agricultural products, gastronomic offerings and methods of food preparation are the primary pull factors and key aspects of the experience. Can be offered at family and local restaurants including the traditional fish fry.

Examples in the Caribbean

- Family-owned restaurants such as Plas Kassav in St. Lucia that feature local cuisine.
- Community events that offer food and a lively music celebration attracting both local community members and tourists such as the weekly Anse La Raye Fish Fry in St. Lucia and Oistin’s Fish Fry in Barbados.
- Restaurants that serve local cuisine such as Little Ochi in Alligator Pond and Alligator Hole are promoted by community tourism networks.

Favorable characteristics for Traditional Cuisine

- ‘Less invasive’ cultural immersion activity that allows tourists to sample local flavors and culturally relevant cuisine unique to the destination and interact with local chefs in a more real, less touristic way.
- Easy access and feasibility for Caribbean residents to open businesses and create employment opportunities.
- Variety of options from budget single-course meals or snacks to gourmet multi-course meals.
- Yelp and other applications make easy for tourists to post and read reviews, and find local businesses.

Challenges for Traditional Cuisine

- Tourists perceive regulation as limited and so they place great trust in customer reviews; negative reviews can seriously limit traffic.
- High investment costs required for players that want to open upscale or more premium restaurants featuring local cuisine.
- Limited gourmet options and Caribbean recognition to merit higher willingness to pay by tourists.
- Tourists perceive certain areas in towns as unsafe due to high crime and thus are hesitant to visit outlets without a local guide.

Source: Euromonitor International based on consumer surveys in the US (293 respondents for Traditional Cuisine)
Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
An online presence is a must since it is the first source tourists check when deciding where to make a reservation.

Websites that allow for online reservations as well as posting reviews and photos that are unbiased boost credibility and encourage tourists to book.

Travelers expect to be able to pay with credit or debit card. Cash payment is less common among tourists that might not carry cash on vacation.

 Positioned as an authentic local experience, as tourists are looking to try the real local food and not an adapted version.

Consumers are also willing to pay more to have a personalized experience, offering options appealing to different tourists, as well as a socially responsible educational experience, as tourists are interested in appreciating and benefiting the local community while having an educational experience.

Food safety is a concern. Thus, certifications and transparent practices can be showcased to increase credibility among tourists.

Try the ‘real deal’ in local cuisine using local ingredients with traditional recipes

<table>
<thead>
<tr>
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<th>What tourists expect to get</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Popular among all demographics, especially among foodies that are up for trying new things when on vacation and look to enjoy a meal at a local restaurant that is different from cuisine they have at home.</td>
<td>• Typically lasts a few hours up to half a day, done with their partner.</td>
</tr>
<tr>
<td>• Travel usually accompanied by their family or friends, and they might take their children (mostly over 18 years old).</td>
<td>• Looking to dine one or two times at a local restaurant, but not necessarily interested in having cooking classes or Farm to Table activities.</td>
</tr>
<tr>
<td>• Choose destinations that offer a good balance among local activities (e.g. sightseeing and cultural attractions), food and restaurant availability and time off, as these are reasons why tourists find Beach Tourism in the Caribbean attractive.</td>
<td>• They do not want to go to a hotel restaurant simulating local food. They want a place that provides a local feel, and prefer locally owned restaurants from the community they are visiting.</td>
</tr>
<tr>
<td></td>
<td>• Tourists also appreciate being able to interact with the owners, even get the chance to gain a local recipe and value locally sourced ingredients.</td>
</tr>
</tbody>
</table>

<table>
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<th>How the activity should be positioned</th>
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</tbody>
</table>

Source: Euromonitor International based on consumer surveys in the US (293 respondents for Traditional Cuisine) and trade interviews in the US and the Caribbean
Price-driven foodies that enjoy relaxing on vacation but want a taste of real local cuisine

The audience can be broader since Millennial foodies are also interested in local dishes that they can photograph and post on social media.

70% over 46 years old
86% college graduate or higher degree
US$102,645 average household income
10% have family in the Caribbean
54% female
46% male
51% are married
44% have kids
Most are older than 18
55% are currently working

General travel habits
- Tourists enjoy trying, seeing, and learning something new on vacation but also taking time to relax with their partners, friends or family.
- Normally plan their trips at least three months in advance, but are more spontaneous when they choose what activities to do at the destination.
- Destination selection depends on total cost and main attractions available.

About the Caribbean
- Most express interest in visiting the Caribbean for the tropical weather and the beaches, where they can stay for a week with their partners at a hotel or resort, to enjoy a relaxing vacation.
- Additionally, they appreciate that the Caribbean is an affordable destination with a interesting offer of local food and Traditional Cuisine.

About Community-Based Tourism
- Low familiarity with CBT; they interpret this as mainly engaging with the community while on vacation, which is not attractive for over 20%.
- Lack of knowledge about CBT limits interest and willingness to take part in it as tourists seek learning opportunities more related to local food, rather than immersive and fully cultural or historical experience.

Source: Euromonitor International based on consumer surveys in the US (293 respondents for Traditional Cuisine) and trade interviews in the US and the Caribbean.
A one-of-a kind, 100% local meal that lasts for a few hours and is shared with a partner

**Length of the activity**
- Few hours: 56%
- Half day: 24%
- Full day: 10%
- Two days: 2%
- Three days or more: 8%

**Preferred accommodation**
- All-inclusive resort: 33%
- Hotel: 32%
- Not included: 9%
- Others: 7%
- Short-term rental: 5%
- Bed and breakfast: 4%
- Homestay: 3%
- Ecocodge: 3%
- With family/friends: 3%
- Hostel: 1%

**Travel companions**
- Partner: 59%
- Friends: 17%
- Alone: 10%
- Family with children: 8%
- Family without children: 4%
- Others: 1%

**Characteristics of the activity**
- Locally: 41%
- Local guide: 32%
- Local transportation: 25%
- Interaction with locals: 11%
- Within hotel: 9%
- Live music: 8%
- Community event: 6%
- Others: 1%

- Many travelers spend a few hours outside the hotel to have one or two meals.
- Most travelers would either stay at a resort or hotel.
- Thus, tourists can book the activity through the reception or concierge.
- Culinary experiences are meant to be social experiences shared with travel companions.
- Tourists typically travel with their partners, but also travel with friends.
- Tourists’ main priority is the local aspect of the cuisine that they can enjoy during their beach vacations.
- They also want to be guided by someone who knows where to find the best local restaurants, and can help them get around the destination and keep them safe.

Source: Euromonitor International based on consumer surveys in the US (293 respondents for Traditional Cuisine) and trade interviews in the US and the Caribbean
Tourists are willing to pay more than current offering if meal has a local feel

**US$15-100**

Price range that tourists are willing to pay based on their description

**US$10-15**

Price range currently offered in the Caribbean

- Highlight the authenticity of the Traditional Cuisine offered, and its food standards and safety in order to draw travelers to the restaurant.
- Use this meal as a ‘foot in the door’ strategy to capture the attention of tourists that might be interested in learning more about where the ingredients come from:
  - Partner with local farms to promote follow-up activities such as Food and Beverage Tours.
  - Also offer additional in-house activities such as cooking classes or food tasting events to encourage travelers to come back.

Source: Euromonitor International based on consumer surveys in the US (293 respondents for Traditional Cuisine) and trade interviews in the US and the Caribbean
Customized packages that also include transportation show highest potential

1. Greatest share of tourists willing to pay more

- 68% of respondents are willing to pay more if it includes transportation. The majority of tourists (50%) are willing to pay up to 25% more.
- 65% also consider an activity package to be valuable and 44% of tourists are willing to pay up to 25% more.
- 61% of respondents are also willing to pay more for a customized packages, and most of them are willing to pay up to 25%.
- Over 50% of respondents are also willing to pay more for products sourced locally, known percentage that goes back to the community, and VIP access. Most of them are willing to pay no more than 25%.

2. Middle share of tourists willing to pay more

- 37-44% of respondents are willing to pay for Traditional Cuisine with Organic and Fairtrade certification, with ingredients grown without chemicals, environmentally sustainable, and fair community benefits.
- Most are willing to pay up to 25% more for these extras.

3. Least share of tourists willing to pay more

- 19% of tourists said they are willing to pay extra for Traditional Cuisine with child care.
- 8% of tourists are willing to pay at least 25% more for child care.

Source: Euromonitor International based on consumer surveys in the US (293 respondents for Traditional Cuisine) and trade interviews in the US and the Caribbean
Farm to Table is a culinary experience that includes products that are locally grown or sourced. This may include a farm tour, harvesting ingredients, and/or a cooking class in addition to a meal/tasting using locally sourced ingredients.

Examples in the Caribbean

- Experiences can take place at a farm such as the Crooked Tree Good News Cashew and Mango Picking Tour, which includes a tour of the farm, lets tourists pick their own cashews and mangos, and taste locally grown foods.
- Hotels strive to locally source foods such as fish and fresh produce from purveyors in the community to be prepared by local chefs and served as gourmet dishes. Some hotels offer guests an opportunity to go to local markets or sources of food and invite them to take part in food preparation at the hotel.
- Some farms, hotels, and providers of local cuisine highlight locally sourced ingredients and certifications such as Organic or Fairtrade.

Favorable characteristics for Farm to Table

- Activity that allows tourists to explore new things, relax and enjoy time spent with partners, family, and friends.
- Appreciation for natural products including locally sourced foods.
- Preferred activity by foodies that encompass a full gastronomic experience from ingredients to prepared meals.
- Awards such as Rainforest Alliance Certification and Green Tourism certificate resonate with the environmental values of more and more tourists.

Challenges for Farm to Table

- Farm to Table experiences without any culturally unique or diverse elements are often considered activities that tourists can do in their home countries, and are not perceived as special.
- Tourist perception of food regulations being insufficient, so foods are less trusted in terms of safety; this makes some tourists hesitant to take part in activities such as Farm to Table.
- Perception that the Caribbean is limited in terms of culinary skill and is not recognized as having gourmet cuisine.

Source: Euromonitor International based on consumer surveys in the US (106 respondents for Farm to Table)
Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
## VALUE PROPOSITION FOR FARM TO TABLE

### A more comprehensive and hands-on Traditional Cuisine experience

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<thead>
<tr>
<th>Who to target</th>
<th>What tourists expect to get</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Foodies seeking something more than just a meal at a local restaurant.</td>
<td>▪ Usually lasts a few hours up to half a day, done with a partner.</td>
</tr>
<tr>
<td>▪ Open to trying new cuisine at new locations, often engaging with the source of the ingredients such as a farm.</td>
<td>▪ Tourists describe the Traditional Cuisine experience as having a meal with locally sourced ingredients, that lets them see where and how they were grown. The experience can also include a cooking class or demonstration.</td>
</tr>
<tr>
<td>▪ Popular among all demographics, including food enthusiasts and experts (e.g., food bloggers) looking to capture moments and share everything online.</td>
<td>▪ The meal is meant to be an experience that is educational but also fun and hands-on.</td>
</tr>
<tr>
<td>▪ Usually travel with their partner or friends to a destination where they can relax but also experience new things.</td>
<td>▪ Emphasis is on the local and wholesome ingredients used that are grown in a sustainable way using local approaches to farming.</td>
</tr>
</tbody>
</table>

### How the activity should be positioned

- Opportunity to experience authentic dishes that are unique to the local cuisine, emphasizing regional flavors and spices, and the fact that are prepared with locally sourced ingredients.
- An interactive experience, in which tourists can learn about local history and traditions as well as help keep them alive with part of what they pay for the experience going back to the community.
- Activity to be combined with Food and Beverage Tours, Traditional Cuisine and Local Tourism, as tourists are willing to pay more for a comprehensive experience.

### Where to promote and advertise the activity

- Online presence is a must since it is the first place tourists check when deciding where to make a reservation.
- Partnerships with culinary influencers (bloggers) could help increase awareness and influence the decision-making process when tourists choose their destination.
- Tourists expect to pay by credit or debit card both if they pre-book online and if they pay at the beginning/end of the activity.

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Source: Euromonitor International based on consumer surveys in the US (106 respondents for Farm to Table) and trade interviews in the US and the Caribbean
Tourist Profile

Middle-aged explorers who want to learn more about what they are already familiar with

- 70% over 46 years old
- 68% are married
- 60% female
- 40% male
- 60% currently working
- 59% have kids
  - Most are older than 18
- 86% college graduate or higher degree
- US$118,868 average household income
- 7% have family in the Caribbean
- 47% have kids

The audience can be broader because Millennials are interested in Farm to Table experiences that they can photograph and post on social media.

General Travel Habits

- Prefer to experience new things with their companions on vacation but also want time to simply relax and unwind without an itinerary.
- Choose destination and travel websites and magazines as their main source of information when planning trips and looking for fair prices.
- Highly interested in trying local foods and restaurants while on vacation.

About the Caribbean

- Tourists might be interested in visiting the Caribbean to enjoy the tropical weather and relax on the beach with their partners.
- They will typically stay for a week and the preferred accommodation is an all-inclusive resort or hotel, if the budget does not allow for more.

About Community-Based Tourism

- CBT is an unfamiliar term. They think it relates to engaging with people from the community or communities that guide tourists while visiting.
- Although the majority would consider doing CBT, almost 30% do not show interest as it is a totally new concept that they need to research, and it might take time away from enjoying the Caribbean beaches and food.

Source: Euromonitor International based on consumer surveys in the US (106 respondents for Farm to Table) and trade interviews in the US and the Caribbean
Half-day activity to do as a couple and have a meal with locally sourced ingredients

- Many travelers spend a few hours.
- It can be extended to a half day if it includes a variety of activities.

- Culinary experiences are meant to be social experiences shared with travel companions.
- Tourists typically travel with their partners, but also with their friends.

- Most tourists expect to stay at all-inclusive resorts and hotels.
- They might also like to can reserve a spot through the hotel and bill the final cost to their rooms.

- When travelers think about this activity, what they envision is a meal using local ingredients prepared by locals that can take them through the culinary experience.
- The experience can also include a Farm Tour where they can see where and how the foods are grown, as well as a cooking class or demonstration, in which they can also learn a few recipes to take back home as a type of souvenir of their trip.

Source: Euromonitor International based on consumer surveys in the US (106 respondents for Farm to Table) and trade interviews in the US and the Caribbean
No room to increase price as current prices are in line with tourists’ willingness to pay.

**US$31-100**  
Price range that **tourists are willing to pay** based on their description

**US$25-110**  
Price range **currently offered** in the Caribbean

- Tourists are generally not willing to pay much more for anything to be added to the activity. Thus, the goal is to encourage interested tourists to book and purchase the activity:
  - **Be present online** when tourists are in the research phase to invite them to book
  - **Highlight all the benefits of this activity** including the full **learning experience** they will receive, as well as the profits that go back **to the community** from the tourist investment.
  - **Promote word-of-mouth** and positive recommendations **online** to bring in new tourists.

Source: Euromonitor International based on consumer surveys in the US (106 respondents for Farm to Table) and trade interviews in the US and the Caribbean
The majority of Farm to Table participants are willing to pay more for local transportation

1. **Greatest share of tourists willing to pay more**
   - 65% of tourists are willing to pay more if it includes transportation. The majority (57%) are willing to pay up to 25% more.
   - 58% of tourists are willing to pay more for an experience combined with other activities. 43% of tourists would pay up to 25% more.
   - Over 53% of respondents are also willing to pay more for attributes such as locally sourced product, customized packages, and known percentage that goes back to the community. Most of them are willing to pay no more than 25%.

2. **Middle share of tourists willing to pay more**
   - 39-49% of respondents are willing to pay for Farm to Table with Organic and Fairtrade certification, with ingredients grown without chemicals, environmentally sustainable, and fair community benefits.
   - The majority are willing to pay up to 25% more for these extras.

3. **Least share of tourists willing to pay more**
   - 18% of tourists said they are willing to pay extra for Farm to Table with child care.
   - 7% of tourists are willing to pay at least 25% more for child care.

Source: Euromonitor International based on consumer surveys in the US (106 respondents for Farm to Table)
These activities offer high benefits for the Caribbean

Level of interest among tourists is low

Activities include:

- Homestay
- School Exchanges and Cultural Immersion
- Volunteer with Local Experience
Homestay Overview in the Caribbean

Alternative accommodation that provides true appreciation for community

A Homestay property is an alternative accommodation in a private residence/local home that accommodates paying guests. Travelers usually stay with a family and experience their cooking. Homestays can be offered by individuals and their families or by structured organizations.

Examples in the Caribbean

- Positioned as an alternative to camping while hiking national trails as offered by individual families on Waitukubuli National Trail in Dominica.
- **Country Style Homestay** as done in Jamaica positioned as a village experience with a local family during which a tourist might experience cooking authentic food, storytelling, and local music.
- **Traditional indigenous homestay** experience as offered by the Kalinago community in Dominica, which offers home-cooked meals and access to other activities at the cultural center.
- **Airbnb** offers tourists to book local homes as opposed to traditional hotel accommodations.
- **Multi-day voluntourism** experience with local homestays.

Favorable characteristics for homestays

- Provides true appreciation for the community.
- Try authentic and local food.
- More affordable than hotels or resorts.
- Airbnb’s easy-to-navigate and familiar platform for tourists looking to book alternate accommodations, which can positively expand homestay revenue streams for local families.
- Voluntourism as experiences often include homestays.

Challenges for homestays

- Shortage in homestays due to hurricane destruction.
- Technological literacy and access to internet of Airbnb owners could reduce demand for traditional homestay offerings.
- Concern about level of regulation and perception of overall safety by US tourists.
- Perception of a rural, rustic experience linked to developing countries, since tourists seek upscale resorts in the Caribbean.
- Tourists prefer to participate in other activities on vacation.

Source: Euromonitor International based on consumer surveys in the US (25 respondents for Homestay) and trade interviews in the US and the Caribbean

Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
**A unique experience to gain insider view of community that can be booked online**

<table>
<thead>
<tr>
<th>Who to target</th>
<th>What tourists expect to get</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Mature adults over 50 years old, with at least a college degree.</td>
<td>- The activity usually lasts more than 2 days and is done with their partner.</td>
</tr>
<tr>
<td>- The majority are retired, married and with adult children older than 18 years old, and do not have family in the Caribbean.</td>
<td>- An opportunity to experience and more deeply understand the local culture and cuisine, as tourists enjoy the interaction with a local family and they expect to get home-cooked meals.</td>
</tr>
<tr>
<td>- They travel with their partners, plan their vacations about six months in advance, and search for information online on travel and supplier sites.</td>
<td>- Tourists would like it if the experience also included a local guide and the possibility to get local transportation for a small extra cost.</td>
</tr>
<tr>
<td>- Tourists choose activities that let them explore and learn new things, so they prioritize the main attractions when choosing a destination and typically look for sightseeing, cultural and historical attractions, food, and restaurants.</td>
<td>- One added benefit is the lower cost compared to hotels in the country.</td>
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<table>
<thead>
<tr>
<th>How the activity should be positioned</th>
<th>Where to promote and advertise the activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>- A one-of-a-kind, exclusive cultural experience that offers the opportunity to explore the local culture, customs, and traditions at an affordable price.</td>
<td>- Advertise online via booking websites to attract tourists when they are researching their trip. They appreciate online reviews which boost the credibility of packages and places.</td>
</tr>
<tr>
<td>- Offers an insider view of living in the community, with authentic local food and beverage as part of the package.</td>
<td>- Tourists expect to book online and pay by card, therefore homestays should be able to accept credit card payments at least by partnering with suppliers.</td>
</tr>
<tr>
<td>- Consumers are also interested in including other culinary activities as part of the experience such as Food and Beverage Tours or Farm to Table.</td>
<td>- Volunteer organization and tourism boards can also advertise these services, and travel agents can add homestay as part of the packs offered to tourists.</td>
</tr>
<tr>
<td>- As an alternative form of accommodations for volunteers in the Caribbean.</td>
<td></td>
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</tbody>
</table>

Source: Euromonitor International based on consumer surveys in the US (25 respondents for Homestay) and trade interviews in the US and the Caribbean
Mature explorers highly interested in traveling to Caribbean but are unfamiliar with CBT

General travel habits
- Explorers that choose to see, try, and learn new things on vacations and inform themselves with destination travel websites or magazines.
- Plan their flights and lodging at least three months in advance but are willing to decide on activities closer to the date of departure or on the spot.
- Highly influenced by the destination activities, closely followed by price.

About the Caribbean
- High interest; would like to travel to the Caribbean in the next 18 months because it is affordable, the weather and beaches are attractive.
- They plan to travel with their partner to stay no more than 14 days.
- Going to the beach is the preferred activity but would also enjoy socializing with locals to experience their food, music, and lifestyle.

About Community-Based Tourism
- Low familiarity with the term CBT.
- They think it mainly entails engaging on vacation with people in the community who guide them around the area they are visiting.
- The majority might be interested or have never thought about doing CBT but find it appealing as a unique opportunity to interact with locals.

Source: Euromonitor International based on consumer surveys in the US (25 respondents for Homestay) and trade interviews in the US and the Caribbean

*S.A.V.E. refers to Scientific, Academic, Volunteer and Educational tourism*
Three+ days homestay in Caribbean with partner, with home-cooked meals

- Length varies among tourists.
- Almost 40% choose a homestay for 3+ days, while others would rather stay for less time.
- Homestay is the top choice.
- Some would also combine it with other forms of accommodations such as hotels or resorts.

- The majority select their partner as their travel companion, as homestays tend to be more intimate and partners provide comfort.
- Some might also consider doing it alone as tourists can be focused on engaging with locals for authentic experience.
- Homestay enthusiasts would like to have local transportation and a local guide included.
- The interaction with the family is appreciated if it means sharing a home-cooked or traditional meal.

Source: Euromonitor International based on consumer surveys in the US (25 respondents for Homestay) and trade interviews in the US and the Caribbean
Enthusiasts are willing to pay slightly more than current prices offered

**US$31-300**
Price range that tourists are willing to pay based on their description

**US$35-110**
Price range currently offered in the Caribbean

How to encourage tourists to pay for a higher ticket:

- Allow tourists to feel special by offering them a **VIP treatment** for which are willing to pay more.
- Promote the **homestay as a full local learning experience** by combining it with other CBT activities rather than just offering accommodations.
- Offer the **possibility to customize the homestay** by allowing tourists to select if they want only accommodations or additional things such as homemade meals, local transportation or a local guide.

Source: Euromonitor International based on consumer surveys in the US (25 respondents for Homestay) and trade interviews in the US and the Caribbean
Tourists are willing to pay more for homestay packages with combined activities

1. Greatest share of tourists willing to pay more
   - 64% show higher willingness to pay if the homestay includes local transportation, can be combined with other activities, or offers VIP options or personalized packages with the option to add other activities.
   - Tourists also care about the percentage of the ticket that goes back to the community; over 60% are willing to pay extra if that percentage is known.
   - Overall, most of them (over 36% of respondents) are willing to pay up to 25% more if the homestay includes any of the above.

2. Middle share of tourists willing to pay more
   - 40-48% of respondents show some extra willingness to pay for homestay with Organic and Fairtrade certification, with ingredients grown without chemicals, locally sourced products, environmentally sustainable, and fair community benefits.
   - The majority are willing to pay up to 25% more for these extras.

3. Least share of tourists willing to pay more
   - 36% of tourists said they are willing to pay extra for Homestay with child care.
   - 20% of tourists are willing to pay at least 25% more for child care.

Source: Euromonitor International based on consumer surveys in the US (25 respondents for Homestay)
School Exchange and Cultural Immersion is a travel experience which has as a primary motivation the tourist’s engagement and experience in learning, self-improvement, intellectual growth and skills development. Includes a broad range of products and services related to academic studies, skill enhancement, school trips, career development courses and language learning among others. Experiences can be focused on specific subject areas or aspects of culture where learning is the primary goal, and travel is a complementary criterion.

Examples in the Caribbean

- **Multi-day immersive itineraries** that are organized by faculty and universities in source countries, often with local Caribbean community connections, for students to study specific subjects and experience culture firsthand.

- Cultural immersion experiences **hosted by local Caribbean organizations** intending to provide educational experiences in an immersive way incorporating homestays, local cuisine, and Local Tourism activities as part of the itinerary.

- Typically **extended multi-day stays**, as full-day variations are typically **Local Tourism experiences**.

**Favorable characteristics for school exchange and cultural immersion**

- Opportunity to explore unique attributes of destination through a personalized and unique cultural experience.

- Connect with and experience firsthand the community’s unique cultural practices including art, history, dance, and religion.

- Often includes elements of highly popular activities such as Local Tourism and Traditional Cuisine.

- Employment opportunities for community (guides, transportation, accommodations, teaching, craft demonstrations, cooks, etc.).

**Challenges for school exchange and cultural immersion**

- Fewer local businesses and organizations in the Caribbean that currently offer things targeted towards tourists (as opposed to school and religious or non-profit organization groups).

- School exchanges are less favorable to the majority of tourists as structured educational experiences are less desired on vacation.

- Limited awareness and understanding of activity limits demand.

- Smaller volume niche segments including families with children, and formal curriculum activities.

Source: Euromonitor International based on consumer surveys in the US (16 respondents for School Exchanges and Cultural Immersion) and trade interviews in the US and the Caribbean

Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
### Who to target

- Diverse populations of mature adults over 50 years old, and adults ages 26 to 45 with above average interest in this activity.
- The majority are female, employed, married, and without children, and do not have family in the Caribbean.
- Tourists choose activities to explore unique aspects of the destination that result in a personalized experience in which they can learn something new.
- Planning time for flights and lodging is at least 6 months and travel agents are the main source of information. Activities can be decided on the spot.

### What tourists expect to get

- The activity usually lasts a few hours and is done with partners, friends, or alone.
- A chance to experience firsthand the community’s unique cultural practices, led by a local guide.
- Tourists would appreciate if the amount of tourist dollars that goes back to the community is disclosed, and also appreciate attributes such as accommodations and local transportation at a small extra cost.
- Tourists are willing to pay almost double if combined with other activities, and offered in a personalized and customizable package.

### How the activity should be positioned

- Highlight a one-of-a-kind cultural experience, even if part of a school exchange, to generate greater interest among more tourists.
- Position it as a learning experience as part of a package that includes other popular activities such as local cuisine, Heritage Sites, and wildlife tourism in a natural habitat that complement cultural learning experience.
- Promote ability to interact with local community members.
- Tours up to a day should target hotel guests, whereas multi-day experiences can also offer homestay for school-based or organization-based group travel.

### Where to promote and advertise the activity

- Advertised online, especially in blog posts, videos, and travel sites to help tourists understand what to expect and what they will gain from participating, which will help drive overall interest in this activity.
- Tourists expect to book as part of the package with the tour operator, and thus school exchanges and cultural immersion should partner with tour operators and ensure their ability to accept credit card payments.
- Relationship-based partnerships such as universities, primary and secondary schools, and religious and other organizations in source markets promote these activities, including organized group travel opportunities.

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Source: Euromonitor International based on consumer surveys in the US (16 respondents for School Exchanges and Cultural Immersion) and trade interviews in the US and the Caribbean
TOURIST PROFILE
Younger, curious, and mostly female; unfamiliar with CBT yet interested in Caribbean

General travel habits
- Tourists that choose to see, try, and learn new things with their partner, or alone, and educate themselves via travel websites and magazines.
- Plan flights and lodging at least six months in advance but are willing to decide about the activities closer to the date of departure or on the spot.
- Select destinations based on cultural attractions, followed by price.

About the Caribbean
- Would like to travel to the Caribbean in the next 18 months because of its tropical weather and being a friend- and family-friendly destination.
- Plan to travel with their partner to stay a week or two.
- While beach and cruise tourism are preferred activities, spending time with locals and experiencing food, music and lifestyle are also of interest.

About Community-Based Tourism
- Lower familiarity with term CBT, but greater than other activities.
- Perceive CBT as mainly engaging local communities that guide tourists to explore and learn about the area they are visiting.
- Plan to participate or might be interested in CBT since it provides an opportunity to interact with locals and connect with the community.

Source: Euromonitor International based on consumer surveys in the US (16 respondents for School Exchanges and Cultural Immersion) and trade interviews in the US and the Caribbean
Individual cultural immersion experience that lasts a few hours with a local guide

- Tourists expect this activity to last for a few hours.
- Some might also be interested in a longer activity from a full day to 3+.

- Hotel is the top choice especially for those interested in an offering of a few hours.
- Others prefer homestay, especially those seeking a multi-day and immersive experience (often the preferred form of accommodations for university field courses).

- Greatest share of interest in participating alone in this activity relative to other activities, as School Exchange and Cultural Immersion can be considered an individual growth and learning experience.

- Participants would like to have a local guide, followed by local transportation as part of the offering.
- The local guide allows them to directly engage with the community, and also facilitates the desired learning experience.

Source: Euromonitor International based on consumer surveys in the US (16 respondents for School Exchanges and Cultural Immersion) and trade interviews in the US and the Caribbean
WILLINGNESS TO PAY

Disconnect in current offering and travelers’ willingness to pay as they seek shorter activities

US$31-500
Price range that tourists are willing to pay based on their description

US$1k-2k+
Price range currently offered in the Caribbean

How to encourage participation and generate greater revenues*:

▪ Offer shorter packages at lower prices that tourists find appealing, to encourage greater volume and frequency of participation; whereas higher cost multi-day experiences should be developed and offered for the niche segment seeking school exchange, and cultural immersion enthusiasts.

▪ Provide activity within package that includes accommodations, and other activities such as high-interest agro and food tourism options that also contribute to overall learning and cultural experience.

Source: Euromonitor International based on consumer surveys in the US (16 respondents for School Exchanges and Cultural Immersion) and trade interviews in the US and the Caribbean
Knowing how much goes back to community is most valuable attribute for tourists

1. Greatest share of tourists willing to pay more
   - Almost 70% of respondents are willing to pay extra for school exchanges and cultural immersion activities that disclose the percentage that goes back to the community. The majority of respondents (50%) are willing to pay up to 25% extra.
   - 56% of tourists are willing to pay more if the experience could be combined with other activities, and/or included accommodations, local transportation or VIP access. Over 38% of tourists are willing to pay up to 25% more.

2. Middle share of tourists willing to pay more
   - 50% of respondents that show interest in school exchanges and cultural immersion activities would pay extra if they could choose customized packages.
   - The majority are willing to pay up to 25% more for these extras.

3. Least share of tourists willing to pay more
   - Environmental sustainability is the least valuable attribute among tourists.
   - 69% of tourists said that they are not willing to pay extra for this service.

Source: Euromonitor International based on consumer surveys in the US (16 respondents for School Exchanges and Cultural Immersion)
Multi-day experience with volunteering that develops tourists’ understanding of daily life

Volunteer with Local Experience are trips taken to a destination for the purpose of assisting the host community, often with a social cause as the primary motivation with travel as a complementary feature. Examples include voluntourism for reconstruction in the aftermath of a natural disaster, community development activities, conservation, and clean-ups.

Examples in the Caribbean

- Multi-day excursion promoted by international organizations like Rotary Club International or Habitat for Humanity focusing on infrastructure development, medical missions and more.
- Mission trips as led by churches and other religious groups
- Government supported and tourism association promoted multi-day volunteer experiences to aid in island reparations and rebuild post-hurricane destruction as seen in Dominica.
- Locally developed and run organizations offering volunteer trips that include homestays and/or Ecolodge as exemplified by ‘3 Rivers and Rosalie Forest Voluntourism and Adventure Package’ blending multiple CBT activities (Traditional Health and Wellness with Sulphur baths, Farm Tours, cooking classes, and more).
- Local and private hoteliers offering a volunteer element as part of sustainable practices and giving back to the local community.

Favorable characteristics for Volunteer with Local Experience

- [Re]build infrastructure in a community.
- Employment opportunities and potential generated from multi-activity and multi-day itineraries.
- Social cause (e.g., health, education, animals) is primary to activity generating local community benefit.
- Provides a learning experience and offers a real perspective of daily life in the community.
- Often includes elements of highly popular activities such as Local Tourism and Traditional Cuisine.

Challenges for Volunteer with Local Experience

- Travelers may be interested in volunteering at home, but not on vacation, and it is harder to generate greater willingness to pay as this is perceived as “giving their time” instead of gaining an experience.
- Limited awareness of offerings limits tourist demand.
- Requires different partnerships for promotion including churches, universities, NGOs, development agencies, etc. for group tours (often less frequent in visits).
- Fewer locally organized CBT providers in the Caribbean.

Source: Euromonitor International based on consumer surveys in the US (56 respondents for Volunteer with Local Experience) and trade interviews in the US and the Caribbean

Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
### Who to target

- Couples aged 26+ with interest, and those aged 55+ (with a tendency for greater participation), and groups wanting to participate in voluntourism.
- The majority are employed, married and have adult children, and do not have family in the Caribbean.
- Tourists choose activities to explore unique aspects of the destination that result in a personalized experience, and typically stay at a hotel, including bed and breakfast and all-inclusive options.

### What tourists expect to get

- The activity usually lasts a few hours to a full day, whereas group tours typically are multi-day and multi-activity experiences.
- Tourists expect that this experience will be led by a local guide, and offers interaction with the local community as they seek learning opportunities while directly impacting the community.
- Tourists would appreciate it if accommodations, transportation and amount that went back to the community were included for a small extra cost.

### How the activity should be positioned

- Place primary emphasis on the genuine cultural and personal growth experience in a safe environment, as even those tourists interested in giving back need to understand what they will gain personally from the experience.
- Qualify the tourist’s firsthand community impact like [re]building infrastructure (as secondary focus of positioning) while demonstrating the tourist’s simultaneous personal and direct interaction with community throughout.
- Tours that last a few hours should be positioned to beach vacationers as a “less invasive” experience that fits within their planned week.

### Where to promote and advertise the activity

- Promote experiences that last a few hours through hotel partnerships that support giving back to the community in a relaxed way
- Hotel partnerships are a viable partner for local CBT providers in offering credit or debit card payment, which most tourists expect to be able to do.
- Relationship-based partnerships such as religious and other organizations with community missions in source markets for multi-day organized group travel opportunities.
- Advertising online, and promotion by tourism ministries and tourism boards build tourist awareness and credibility when choosing to participate.

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Source: Euromonitor International based on consumer surveys in the US (56 respondents for Volunteer with Local Experience) and trade interviews in the US and the Caribbean
Cost-conscious and curious travelers interested in Caribbean but unfamiliar with CBT

**General travel habits**
- Explorers that choose to see, try, and learn new things on vacations and inform themselves with destination travel websites or magazines.
- Plan their flights and lodging at least three months in advance, yet decide about the activities closer to the date of departure or on the spot.
- Cost is the primary decision-making factor, followed by activities available at destination, of which historical and cultural attractions are preferred.

**About the Caribbean**
- High interest; would like to travel to the Caribbean in the next 18 months because of the tropical weather and being affordable.
- They plan to travel with their partner or friends to stay one to two weeks.
- Going to the beach is the preferred activity but they would also enjoy socializing with locals to experience their food, music, and lifestyle.

**About Community-Based Tourism**
- They think CBT is mainly engaging with people in the community, led by a guide, and a unique experience among the local community.
- The majority might be interested or have never thought about doing CBT but would consider it since it is an opportunity to learn new things and allows for interaction with locals.

Source: Euromonitor International based on consumer surveys in the US (56 respondents for Volunteer with Local Experience) and trade interviews in the US and the Caribbean.
How the tourist describes the activity

- Few hours to full-day volunteer experience with partner led by local guide

### Length of the activity

- Few hours: 27%
- Half day: 18%
- Full day: 27%
- Two days: 14%
- Three days or more: 14%

### Preferred accommodation

- Hotel: 29%
- Bed and breakfast: 16%
- All-inclusive resort: 13%
- Homestay: 11%
- With family/friends: 11%
- Short-term rental: 7%
- Not included: 7%
- Ecodge: 5%
- Others: 2%

- Hotels are the most preferred accommodations.
- Bed and breakfasts follows, which often provide a more intimate connection for tourists with hotel staff for a richer experience.

### Travel companions

- Partner: 48%
- Alone: 23%
- Friends: 16%
- Family with children: 11%
- Family without children: 2%

- Tourists usually prefer to travel with partner or friends as voluntourism activities are usually perceived as group activities.
- However alone is second preferred option, more preferred to friends, for this activity as single enrollment in group tours can lend itself for social experience.

### Characteristics of the activity

- Local guide: 43%
- Interaction with locals: 30%
- Local transportation: 27%
- Home-cooked meals: 23%
- Educational: 7%
- Medical: 5%
- Disaster Relief: 5%

- Participants wish to have a local guide and interaction with locals as principal attributes.
- Transportation and home-cooked meals also facilitate logistics and complement their involvement in the local community.

Source: Euromonitor International based on consumer surveys in the US (56 respondents for Volunteer with Local Experience) and trade interviews in the US and the Caribbean
Current offering exceeds travelers’ willingness to pay as they view their time as payment.

**US$31-300**  
Price range that tourists are willing to pay based on their description.

**US$800-2k+**  
Price range currently offered in the Caribbean.

- **How to encourage participation and generate greater revenues:**
  - Reposition package with primary focus on tourist’s personal benefits and secondary focus on community impact; this will help tourists shift their perception of giving their time for free to volunteer (generating overall lower willingness to pay) to their personalized experience with the local community, which they are more willing to pay.
  - Provide activity as part of package that includes accommodations and transportation and that highlights amount of tourist dollars that returns to the community.

*Source: Euromonitor International based on consumer surveys in the US (56 respondents for Volunteer with Local Experience) and trade interviews in the US and the Caribbean.*
Tourists value volunteer experiences that include accommodations and transportation

1. Greatest share of tourists willing to pay more
   - Over 75% of respondents show a higher willingness to pay for volunteer experiences that include accommodations, local transportation and that disclose the percentage that goes back to the community.
   - Most of them mentioned that they are willing to pay a price that is 25% higher if it included one of these extra characteristics.

2. Middle share of tourists willing to pay more
   - 61-66% of respondents are willing to pay for environmental sustainability, customized packages, and combining this with other activities.
   - The majority are willing to pay up to 25% more for these extras.

3. Least share of tourists willing to pay more
   - 48% of tourists said they are willing to pay extra for Volunteer with Local Experience with access to VIP options.
   - 21% of tourists are willing to pay at least 25% more for this service.

Source: Euromonitor International based on consumer surveys in the US (56 respondents for Volunteer with Local Experience)
These activities offer low benefits for the Caribbean
Level of interest among tourists is higher
Activities include:
  - Heritage Site
  - Wildlife Tourism in Natural Habitat
  - Festival
Heritage Site tours often group multiple sites, both natural and man-built, on day-long excursions that include local transportation and local tour guides. These tours can be personalized and structured according to interest; for example, there are various religious sites of interest which can be grouped to create customized tour. One-day city tours offer experience to see multiple Heritage Sites, an experience commonly offered in various destinations.

Heritage Site is historical, cultural, archeological and indigenous sites and ruins such as monuments, buildings, structures and cemeteries of significant local value or where political, military, cultural or social history has been preserved.

Examples in the Caribbean

Favorable characteristics for Heritage Sites
- UNESCO sites offer additional promotion of destination.
- Explore unique physical assets of destination while learning about its culture and history.
- Connect firsthand with community, often via a travel guide, to understand unique cultural and/or religious practices.
- Beach and cruise tourists often participate in one-day sightseeing city tours that stop at Heritage Sites.
- Employment opportunity created through local guides and Traditional Cuisine offered on or near sites.

Challenges for Heritage Sites
- Limited UNESCO sites in all geographies results in reduced promotion of Heritage Sites.
- UNESCO sites can be run by non-community members contributing to an overall lowering in the number of locally led and run tours, which in turn limits employment for local community members and overall community involvement.
- Tourists may feel their safety is at risk in areas where sites exist.

Source: Euromonitor International based on consumer surveys in the US (179 respondents for Heritage Site) and trade interviews in the US and the Caribbean
Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
To attract the attention of tourists, advertise online in leading global travel platforms, social media, tourism ministry websites, and pages or forums in travel, art, history, museums and related websites or magazines.

Promoting and selling the activity as part of packages at hotels and resorts will also allow tourists to pre-book along with other day tours and activities.

Visitors expect to pay with credit/debit card on site (if there are existing entry fees or other fees) but among tourists that book in advance, they typically pay online or as part of the package they purchased.

Visitors expect to get

• Usually lasts a few hours if it is part of a city tour excursion, up to half a day.
• Tourists are interested in visiting ruins and UNESCO sites to check off their bucket lists, and to learn about the history of the country.
• Local guides are very important to maximize the experience of tourists by sharing knowledge, recommending where to go and what to do, warning them about crime and keeping them from going off the beaten path.
• Visitors are willing to pay more for a personalized experience, in which they can select only the site(s) of their interest, and with an exclusive guide.

Who to target

• Popular among many demographics as Heritage Site visits are commonly part of one-day city tours booked by cruise travelers and overstay tourists.
• Especially popular among well-educated senior couples, who are older than 60 and have no family in the Caribbean.
• They plan their trips up to six months in advance and usually search for information on destination or travel websites or travel magazines.
• Tourists choose activities to see and learn new things and that is why they prioritize historical and cultural attractions to select the destination.

How the activity should be positioned

• The Heritage Sites can be divided and offered based on their significance, as they can have cultural, historical, natural or even scientific relevance.
• It should be an educational experience for tourists with the support of local guides that provide information and insight, not only to check off all the important sites on their bucket list, but to learn the story behind them.
• Provides an opportunity to explore something unique about the destination such as famous monuments or sites, highlighting the Caribbean Heritage Network certifications and awards.

What tourists expect to get

• To attract the attention of tourists, advertise online in leading global travel platforms, social media, tourism ministry websites, and pages or forums in travel, art, history, museums and related websites or magazines.
• Promoting and selling the activity as part of packages at hotels and resorts will also allow tourists to pre-book along with other day tours and activities.
• Visitors expect to pay with credit/debit card on site (if there are existing entry fees or other fees) but among tourists that book in advance, they typically pay online or as part of the package they purchased.

Where to promote and advertise the activity

Source: Euromonitor International based on consumer surveys in the US (179 respondents for Heritage Site) and trade interviews in the US and the Caribbean
Mature couples that want to enjoy travel by learning new facts about their destination

**General travel habits**
- Typically travel with their partners or friends and seek experiences in which they can learn new things, such as sightseeing and visiting cultural and historical sites, as well as trying new things such as local food.
- In addition to the main attractions, cost of trip is an important factor.
- Usually plan six months in advance but may decide activities on the spot.

**About the Caribbean**
- The majority consider traveling to the Caribbean as their next destination or for the next 18 months for beach or cruise tourism.
- They plan to stay for 1-2 weeks because it is an affordable destination where they can enjoy the tropical weather, relax, and is close to home.
- Tourists are likely to stay in hotels and all-inclusive resorts.

**About Community-Based Tourism**
- Few are familiar with the term CBT, and are unsure if it just means engaging with people in the community or having local guides to teach them about the area.
- Some might be interested in doing CBT in the Caribbean, while others have never thought about it, mainly because they have no previous experience and would first like to do more research on CBT.

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Source: Euromonitor International based on consumer surveys in the US (179 respondents for Heritage Site) and trade interviews in the US and the Caribbean.
No more than half a day visiting local attractions with a local guide to help them explore

- There is a great variety of Heritage Sites.
- This is why activity can last from a few hours to half a day if more sites are included in the tour.

### Length of the activity

<table>
<thead>
<tr>
<th>Duration</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Few hours</td>
<td>32%</td>
</tr>
<tr>
<td>Half day</td>
<td>39%</td>
</tr>
<tr>
<td>Full day</td>
<td>22%</td>
</tr>
<tr>
<td>Two days</td>
<td>3%</td>
</tr>
<tr>
<td>Three days or more</td>
<td>3%</td>
</tr>
</tbody>
</table>

### Preferred accommodation

<table>
<thead>
<tr>
<th>Accommodation Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel</td>
<td>41%</td>
</tr>
<tr>
<td>All-inclusive resort</td>
<td>21%</td>
</tr>
<tr>
<td>Not included</td>
<td>12%</td>
</tr>
<tr>
<td>Short-term rental</td>
<td>6%</td>
</tr>
<tr>
<td>Homestay</td>
<td>6%</td>
</tr>
<tr>
<td>Others</td>
<td>4%</td>
</tr>
<tr>
<td>Bed and breakfast</td>
<td>4%</td>
</tr>
<tr>
<td>With family/friends</td>
<td>3%</td>
</tr>
<tr>
<td>Ecocodge</td>
<td>2%</td>
</tr>
<tr>
<td>Hostel</td>
<td>1%</td>
</tr>
</tbody>
</table>

- Hotels and all-inclusive resorts are the most preferred accommodations.
- Accommodations might not be included for tourists that are part of a cruise, who spend several hours visiting local sites and then leave.

### Travel companions

- Partner: 70%
- Friends: 12%
- Alone: 8%
- Family without children: 4%
- Family with children: 3%
- Others: 2%

- Tourists mostly prefer to travel with their partners as this is their typical travel partner.
- Others choose to travel with friends or alone.

### Characteristics of the activity

- Local guide: 53%
- Local transportation: 36%
- Ruins: 29%
- All entry fees paid: 26%
- UNESCO sites: 26%
- Museums: 22%
- Interaction with locals: 12%
- Home-cooked meals: 11%
- Others: 2%

- Most tourists agree that they would enjoy and appreciate the Heritage Site if a local guide could take them and explain them the history and meaning.
- Local transportation as part of the experience is also a great addition, especially if the site is located far away from where they are staying, and if there are many sites on the tour.

Source: Euromonitor International based on consumer surveys in the US (179 respondents for Heritage Site) and trade interviews in the US and the Caribbean
Tourists are willing to pay more if they perceive added value of experience

**US$31-300**
Price range that **tourists are willing to pay** based on their description

**US$2-300**
Price range **currently offered** in the Caribbean

How to encourage tourists to pay for a higher ticket:

- **Offer a full educational experience** by providing a local guide that is knowledgeable about the Heritage Site’s history, the country, and its culture.
- **Provide transportation to and from the hotel** and combine the Heritage Site visit with other activities such as meals at local restaurants and indigenous tourism, creating a more fulfilling experience.
- **Give tourists the possibility of customizing the experience** by choosing which sites to visit, the amount of time to spend at each one, and other tourism activities they wish to include in the package.

Source: Euromonitor International based on consumer surveys in the US (179 respondents for Heritage Site) and trade interviews in the US and the Caribbean
Combining activities and VIP access generates at least 25% ticket price for 20% of tourists

1. Greatest share of tourists willing to pay more
   - 69% of tourists are willing to pay more for Heritage Site with accommodations; 38% of tourists are willing to pay at least 25% more.
   - 68% of tourists are willing to pay more for Heritage Site with local transportation; 17% of tourists are willing to pay at least 25% more.
   - 64% of tourists are willing to pay more for Heritage Site combined with another activity; 22% of tourists are willing to pay at least 25% more.

2. Middle share of tourists willing to pay more
   - 43-58% of tourists are willing to pay for Heritage Site with environmentally friendly activities, VIP access, customized packages, or when a known percentage of the price goes back to the community; the majority are willing to pay up to 25% more.
   - 20% of tourists are willing to pay at least 25% for VIP access.

3. Least share of tourists willing to pay more
   - 14% are willing to pay more for child care; 8% of tourists are willing to pay at least 25% more.

Source: Euromonitor International based on consumer surveys in the US (179 respondents for Heritage Site)
Appreciation of and desire to preserve unique natural geographical assets

Wildlife Tourism in Natural Habitat are trips to destinations with the main purpose of observing the local fauna. Includes birdwatching, turtle watching, and generally observing wildlife in its natural habitat. This does not include reserves or sanctuaries.

Examples in the Caribbean

- **Daytime and nighttime excursions** to experience wildlife in their natural habitat such as bird-watching on Mt. Charles in Jamaica, which also is a multi-activity offering including swimming and local cuisine.

- **Excursions** often highlight the geography’s unique and rare natural assets: This includes a number of exotic bird species in Trinidad and Tobago, humpback whale watching, turtle watching, and observing the biodiversity of rainforests, endangered species, coral reefs, and more.

Favorable characteristics for Wildlife Tourism in Natural Habitat

- Emerging and growing popularity as alternative to wildlife in non-natural habitat due to environmentally friendly practices.
- Sustainable tourism and ecotourism policies/standards supported by local governments in certain geographies.
- Experience unique natural assets and species of destination.
- Caribbean’s abundance of unique natural assets.
- Exploration with local guide and knowledge expert can offer adventurous yet safe experience.

Challenges for Wildlife Tourism in Natural Habitat

- Tourists perceive wildlife in natural habitat as activity they can participate in independently and unguided, which reduces employment potential.
- Limited sustainable tourism and environmental policies to support nature preservation in natural habitat.
- Wildlife in natural habitat can be perceived as less safe and dangerous depending on wildlife and species.

Source: Euromonitor International based on consumer surveys in the US (222 respondents for Wildlife Tourism in Natural Habitat) and trade interviews in the US and the Caribbean

Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
### Value Proposition for Wildlife Tourism in Natural Habitat

- Fun outdoor experience, environmentally sustainable, that appeals to wide audience

<table>
<thead>
<tr>
<th>Who to target</th>
<th>What tourists expect to get</th>
</tr>
</thead>
<tbody>
<tr>
<td>Most travelers prefer to engage in wildlife tourism while accompanied, mostly by their partners or friends but some like to take their children. They usually plan their vacations six months in advance, especially for their hotel and flights, and they use direct suppliers for booking. Activities are determined closer to departure and also on the spot. They rely on travel websites or seek recommendations to determine what to do. Destination selection depends on affordability and main attractions to learn new things, enjoy the outdoors, and be in contact with nature.</td>
<td>Usually lasts between half a day to a full day. Tourists expect to get a unique and educational experience, getting close to unique wildlife species, without disturbing their habitat. They can benefit from having experienced local guides, as their knowledge of the destination will further enhance the tourist experience. Preferences on arrangements vary: Some expect these tours to take place inland with walks included, while others prefer water-based tours.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>How the activity should be positioned</th>
<th>Where to promote and advertise the activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Activities should be divided into land- and water-based activities that are unique to the geography. For instance, water enthusiasts engage in snorkeling to get closer to coral, fish and turtles in a memorable and sustainable way. Highlight sustainable practices, as this is key for wildlife enthusiasts who want an enriching experience without harming wildlife. Local and experienced guides are highly important to guarantee compliance with safety and sustainable standards (especially for more risky activities that can be life-threatening for visitors and/or wildlife species).</td>
<td>Nature channels, magazines, and websites such as National Geographic as well as more activity-specific sites such as diving association, bird conservation sites, WWF and related organizations. Wildlife conservation forums, universities/education-related forums involved in wildlife work, as this can also be an educational experience for academic programs or volunteers to work together sustainably. More than half of tourists expect to pay with credit/debit card or for costs to be included as part of the package they purchased at home or the hotel.</td>
</tr>
</tbody>
</table>

Source: Euromonitor International based on consumer surveys in the US (222 respondents for Wildlife Tourism in Natural Habitat) and trade interviews in the US and the Caribbean
Adult couples value observation; younger travelers choose adventure

General travel habits
- Enjoy seeing, trying, and learning new things and usually look for destinations where they can do sightseeing and visit historical and cultural attractions.
- They are cost-conscious, and also consider the uniqueness of the destination and its level of safety.
- Travel with partner or friends and plan tours up to six months in advance.

About the Caribbean
- Travelling to the Caribbean is on their list for the next 18 months, attracted by its tropical weather and beaches, and to relax.
- They are likely to stay for 1-2 weeks, in all-inclusive resorts and hotels.
- Beach Tourism is their top activity, but they are also interested in cruise tourism.

About Community-Based Tourism
- They have little knowledge about CBT, and mainly think it means engaging with people in the community while on vacation.
- Some might be interested in doing CBT, while other have never thought about it. Those who are interested see it as a unique opportunity to learn new things, while other need to do more research first to decide.

Source: Euromonitor International based on consumer surveys in the US (222 respondents for Wildlife Tourism in Natural Habitat) and trade interviews in the US and the Caribbean
### HOW THE TOURIST DESCRIBES THE ACTIVITY

A guided activity that can take up to a day and is shared with a partner

<table>
<thead>
<tr>
<th>Length of the activity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Few hours</td>
<td>16%</td>
</tr>
<tr>
<td>Half day</td>
<td>36%</td>
</tr>
<tr>
<td>Full day</td>
<td>35%</td>
</tr>
<tr>
<td>Two days</td>
<td>6%</td>
</tr>
<tr>
<td>Three days or more</td>
<td>7%</td>
</tr>
</tbody>
</table>

- Length can go up to a full day, depending on the characteristics of the activity.

<table>
<thead>
<tr>
<th>Travel companions</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partner</td>
<td>65%</td>
</tr>
<tr>
<td>Alone</td>
<td>11%</td>
</tr>
<tr>
<td>Friends</td>
<td>10%</td>
</tr>
<tr>
<td>Family with children</td>
<td>7%</td>
</tr>
<tr>
<td>Family without children</td>
<td>5%</td>
</tr>
<tr>
<td>Others</td>
<td>2%</td>
</tr>
</tbody>
</table>

- Tourists mostly prefer to travel with their partners.
- Some choose to travel alone to be immersed in nature (quiet and relaxed) or with friends.

<table>
<thead>
<tr>
<th>Preferred accommodation</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel</td>
<td>31%</td>
</tr>
<tr>
<td>All-inclusive resort</td>
<td>18%</td>
</tr>
<tr>
<td>Ecolodge</td>
<td>13%</td>
</tr>
<tr>
<td>Not included</td>
<td>12%</td>
</tr>
<tr>
<td>Bed and breakfast</td>
<td>6%</td>
</tr>
<tr>
<td>Short-term rental</td>
<td>6%</td>
</tr>
<tr>
<td>Homestay</td>
<td>3%</td>
</tr>
<tr>
<td>With family/friends</td>
<td>3%</td>
</tr>
<tr>
<td>Hostel</td>
<td>0%</td>
</tr>
</tbody>
</table>

- Hotels are the most selected option for tourists, followed by all-inclusive resorts.
- Ecolodges come in third place and it is a way to get a more immersive experience in the region: visiting wildlife in their natural habitat and sleeping in a sustainable and ‘natural’ establishment.

<table>
<thead>
<tr>
<th>Characteristics of the activity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local guide</td>
<td>60%</td>
</tr>
<tr>
<td>Local transportation</td>
<td>32%</td>
</tr>
<tr>
<td>All entry fees paid</td>
<td>26%</td>
</tr>
<tr>
<td>Walk</td>
<td>12%</td>
</tr>
<tr>
<td>Interaction with locals</td>
<td>10%</td>
</tr>
<tr>
<td>Home-cooked meals</td>
<td>9%</td>
</tr>
<tr>
<td>Water</td>
<td>8%</td>
</tr>
<tr>
<td>Inland</td>
<td>6%</td>
</tr>
<tr>
<td>Others</td>
<td>3%</td>
</tr>
</tbody>
</table>

- Convenience is highly important.
- The majority expect to get a local guide to avoid getting lost, or straying into dangerous areas.
- Tourists would also like wildlife tourism to include transportation from a to the hotel and pay upfront for all the costs to go into the activity without worrying about extra fees.
- The activity can be either land- or water-based; they did not show specific preferences.

Source: Euromonitor International based on consumer surveys in the US (222 respondents for Wildlife Tourism in Natural Habitat) and trade interviews in the US and the Caribbean
Move from a ‘do-it-yourself’ activity to encourage tourists to expand beyond free activities

US$31-300

Price range that tourists are willing to pay based on their description

US$0-100

Price range currently offered in the Caribbean

How to encourage tourists to pay for a higher ticket:

▪ Make it convenient by offering a final price that includes all entry fees paid as well as local transportation and an experienced local guide.

▪ Promote wildlife tourism as an enhanced learning experience with local guides that also benefits local communities as a relevant source of income.

▪ Offer customized packages in which they can select land-based, water-based or a combination of both activities, and the option to add other activities (such as local cuisine and visiting other Heritage Sites) to extend the experience during the day.

Source: Euromonitor International based on consumer surveys in the US (222 respondents for Wildlife Tourism in Natural Habitat) and trade interviews in the US and the Caribbean
Tourists (18%) WTP at least 25% more for customization, VIP access and combining activities

1. Greatest share of tourists willing to pay more
   - 68% of tourists are willing to pay more for Wildlife in Natural Habitat with local transportation; 52% are willing to pay up to 25% more.
   - 65% of tourists are willing to pay more for Wildlife in Natural Habitat combined with other activities; 46% of them up to 25% more.
   - At least 60% of tourists are willing to pay more for Wildlife in Natural Habitat with a known percentage of ticket price given back to the community or offered with customized package; 18% are willing to pay at least 25% more for both of these.

2. Middle share of tourists willing to pay more
   - 37-51% of tourists are willing to pay for Wildlife Tourism in Natural Habitat that is environmentally friendly, with VIP access and fairly benefits everyone and has a Fairtrade certification; the majority are willing to pay up to 25% more for these extras.
   - 18% of tourists are willing to pay at least 25% more for Wildlife Tourism in Natural Habitat with VIP access.

3. Least share of tourists willing to pay more
   - 16% of tourists are willing to pay more for Wildlife Tourism in Natural Habitat and child care; only 6% are willing to pay more than 25%.

Source: Euromonitor International based on consumer surveys in the US (222 respondents for Wildlife Tourism in Natural Habitat)
Celebration that highlights local culture and community assets

Festivals are events centered on celebrating or commemorating some aspect of local indigenous culture, heritage and traditions, spiritual practice, gastronomy, film and/or music of a country, community, religion, ethnic or social group. Festival Tourism is a popular niche market segment, defined as travel for the main purpose of attending festivals.

Examples in the Caribbean

- Many islands offer annual island Festivals such as Guadaloupe’s Goat Festival highlighting local cuisine, music and dance performances, artisan crafts, and more, while others have a religious focus.
- Larger island Festivals such as Domfesta in Dominica provide an opportunity with high-tourist traffic yet only for a limited number of community members.
- Festivals can focus on specific events such as the Jazz Creole Festival in Dominica.
- Festivals can be day-long to multi-day events; Kalinago’s Valval is a weeklong Festival embracing cultural traditions.

Favorable characteristics for Festivals

- The Caribbean is recognized for annual Festivals that showcase its unique heritage, music, dancing and traditional food.
- Promotes entire community and its collective offering.
- Community members offer local food and beverages, and craft stalls that appeal to the interests of various tourist segments.
- Experience culture and unique aspects of the destination through celebration that fosters a true appreciation for the community.

Challenges for Festivals

- Limits of community infrastructure (e.g., accommodations) within geographies hosting Festivals restrict Caribbean capacity.
- Need for central planning committee for large Festivals.
- Low differentiation among Caribbean cultural Festivals.
- Most Festivals are free of charge, limiting total potential revenues for community.
- Inconsistent and seasonal, limiting employment potential.

Source: Euromonitor International based on consumer surveys in the US (208 respondents for Festival) and trade interviews in the US and the Caribbean
Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
Who to target

- Broad segment that ranges from young travelers to mature adults and retirees because of their wide interest in local food and music.
- When on vacation, they want to experience new things and seek activities they can do accompanied but also have some time to relax and unwind.
- They are careful deciders that plan their vacation six months in advance and pay attention to a variety of aspects before deciding their destination.
- Although they are cost sensitive, activity offering, safety and the local weather can make or break their decision.

What tourists expect to get

- Tourists enjoy Festivals in company of their partners or friends.
- They choose to spend a few hours or half a day, and sometimes even a full day at Festivals, and expect to combine them with other activities during their stay such as Beach Tourism, food tours and Traditional Cuisine.
- Music is the top attraction at Festivals, where tourists expect to engage in the festivities while learning more about unique heritage, dance and food.
- They are concerned about their safety at the destination, so they expect to see security to reassure them so they can enjoy the event without worry.

How the activity should be positioned

- An opportunity to take part in the local cultural experience and explore something unique and authentic about the community that is fulfilling.
- Differentiate Caribbean Festivals by emphasizing unique heritage with music, dancing, and traditional food. The interaction with locals also provides a sense of uniqueness as tourists can live the experience as if they were locals.
- Festivals are more than just a fun activity to do in the Caribbean but also an opportunity to contribute with something more meaningful for the community: celebrating and preserving its heritage and traditions.

Where to promote and advertise the activity

- Draw the attention of travelers mainly online on tourism websites and travel channels, as well as lifestyle publications or online magazines. Reviews or comments from tourists that have experience can motivate newcomers.
- Partner with local hotels so that they can highlight special promotions or deals during the Festival season to make it even more attractive to visit.
- At the destination, local billboards or flyers can help catch the attention of current visitors to encourage them to attend the local Festival.

Source: Euromonitor International based on consumer surveys in the US (208 respondents for Festival) and trade interviews in the US and the Caribbean
From younger to mature tourists that value affordable but unique activities such as CBT

- 65% over 46 years old
- 53% are married
- 55% female
- 45% male
- 51% are currently working
- 80% college graduate or higher degree
- US$93,991 average household income
- 44% have kids
- Most are older than 18 years
- 12% have family in the Caribbean

**General travel habits**
- Likely to travel with partner or friends.
- They are price-driven, and in addition to the main attractions offered, are usually mindful of the safety of the destination.
- Typically combine Festivals with other sightseeing activities, visiting historical and cultural attractions, and relaxing at the beach.

**About the Caribbean**
- Consider the Caribbean an attractive destination because they can relax at its beautiful beaches and enjoy the tropical weather.
- Interested in Festival participation as an additional activity together with experiencing local food, while their main interest in the Caribbean is beach or cruise tourism.

**About Community-Based Tourism**
- Low familiarity with CBT, which they believe relates to engaging with people in the community while on vacation, or a community that encourages tourists to celebrate traditional culture, music, etc.
- Some might be interested in doing CBT in the Caribbean, mainly motivated by seeing it as a unique opportunity to learn new things.

Source: Euromonitor International based on consumer surveys in the US (208 respondents for Festival) and trade interviews in the US and the Caribbean
From several hours to a full day spent with their partners at a music Festival

**Length of the activity**

- Few hours: 28%
- Half day: 31%
- Full day: 30%
- Two days: 5%
- Three days or more: 5%

- Length can go up to a full day, depending on how the Festival is set up.
- The preferred accommodation are either resorts or hotels.

**Travel companions**

- Partner: 55%
- Friends: 22%
- Family with children: 10%
- Family without children: 7%
- Alone: 6%
- Others: 0%

- Tourists mostly prefer to travel with their partners.
- Others choose to attend a Festival with friends or even consider doing so with their children as it tends to be a lively, social, and interactive event.

**Preferred accommodation**

- All-inclusive resort: 30%
- Hotel: 25%
- Not included: 11%
- Others: 7%
- With family/friends: 4%
- Short-term rental: 3%
- Ecologe: 3%
- Bed and breakfast: 2%
- Hostel: 2%
- Homestay: 1%

- Tourists agree that Festivals include a wide variety of options in the Caribbean.
- Music was selected as the top characteristic.
- Tourists also value Festivals where they can try local food, dance with their partners or friends, or even meet locals.
- Arts and crafts are not as popular as other options.
- They prefer to pay for everything in advance (if there are entry fees) as well as adding the option of local transportation to and from their resort or hotel, for greater convenience.

Source: Euromonitor International based on consumer surveys in the US (208 respondents for Festival) and trade interviews in the US and the Caribbean.
Tourists might not be willing to pay for Festivals unless they include value-added options.

**Willingness to Pay**

<table>
<thead>
<tr>
<th>Price Range</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$ 31-300</td>
<td>Price range that tourists are willing to pay based on their description</td>
</tr>
<tr>
<td>US$ NA</td>
<td>Price range currently offered in the Caribbean</td>
</tr>
</tbody>
</table>

Tourists expect to get packages that allow them to purchase ‘convenience’.

- **Offer promotions on resorts and hotels** during Festival season to encourage people to visit the country at this time; even promote multi-destination trips to attend other Festivals at a more accessible price.
- **Launch a VIP option** that includes transportation to and from the Festival and preferential options such as seating space, backstage passes to meet artists, unlimited drinks/food, special shows/events, etc.

Source: Euromonitor International based on consumer surveys in the US (208 respondents for Festival) and trade interviews in the US and the Caribbean
Tourists value accommodations and VIP access; at least 24% are willing to pay 25%+ more

1. Greatest share of tourists willing to pay more
   - 66% of tourists are willing to pay more for a Festival that includes local transportation; 50% are willing to pay up to 25% more.
   - 66% of tourists are willing to pay more for a Festival with accommodations; 28% are willing to pay at least 25% more.
   - At least 53% of tourists are willing to pay more for a Festival combined with another activity, VIP access, or offered as a customized package; 24% of tourists are willing to pay at least 25% more for a Festival and VIP access.

2. Middle share of tourists willing to pay more
   - 35-50% of tourists are willing to pay for a Festival that includes Organic and Fairtrade certification, with ingredients grown without chemicals, locally sourced products, environmentally sustainable, and benefits community fairly/gives back to the community.
   - While the majority of them are willing to pay up to 25% more for these extras. 17% of respondents are willing to pay at least 25% more if a known percent of the ticket price of the Festival goes back to the community.

3. Least share of tourists willing to pay more
   - 24% of tourists are willing to pay more for a Festival with children’s area/child care services; 11% of tourists are willing to pay at least 25% more.

Source: Euromonitor International based on consumer surveys in the US (208 respondents for Festival)
D) Redefine

- These activities offer low benefits for the Caribbean
- Level of interest among tourists is also low
- Activities include:
  - Ecolodge
  - Farm Tour
  - Traditional Health and Wellness
  - Wellness
  - Indigenous Tourism
Alternative accommodations that embrace sustainable practices and preserve environment

A tourist accommodation facility that is ecologically designed and managed to have a minimal negative impact on the natural environment and host community in which it is situated. Ecolodges are mainly located in a remote destination in nature, and are often built from natural materials.

Examples in the Caribbean

- Offered throughout the Caribbean, often positioned as sustainable and socially conscious alternative accommodations.
- Rosalie Forest and 3 Rivers offers Ecolodge accommodations within natural landscape and locally prepared meals, and offers access to community tourism activities.
- Jungle Bay Resort on Dominica offers a luxury Ecolodge experience with additional CBT activities based on sustainable tourism practices.
- In the Rio Grande Valley of Jamaica, the Ecolodge experience includes an interaction with Maroon culture.
- Citris Lodge is an Ecolodge in Dominica that hires and trains local employees.

Favorable characteristics for Ecolodge

- Environmental conservation that results from sustainable efforts.
- Personalized and unique experience in natural and outdoor setting.
- Gratitude-generating experience living within community with fewer amenities (desire for simplicity and digital detox).
- Sustainable tourism and ecotourism policies and standards as support by local governments in certain geographies.
- Multi-day tours like S.A.V.E.* choose an Ecolodge as accommodations.

Challenges for Ecolodge

- Perception of limited regulation for safety and hygiene.
- Less promotion as distinction when compared to other regions of the world (e.g. Costa Rica) limit awareness of Caribbean offering.
- Limited sustainable tourism policies and support by third-party stakeholders.
- High costs to purchase land and construct eco-friendly Ecolodge in line with tourist expectations including aesthetics and sustainable practices.

Source: Euromonitor International based on consumer surveys in the US (38 respondents for Ecolodge) and trade interviews in the US and the Caribbean
Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
*S.A.V.E. refers to Scientific, Academic, Volunteer and Educational tourism
### Who to target
- Both younger (25-35 years old) and mature adults over 50.
- See themselves as someone who prefers to try, see, and learn new things, as well as someone who likes to be outdoors and in contact with nature. That is why the majority has participated in CBT before, and show a high interest in overall CBT activities.
- Prioritize the experience and main attractions when deciding the travel destination, while trip cost is less important if the experience is unique and a full learning experience.

### What tourists expect to get
- Usually lasts 3+ days and can also be combined with other types of accommodations such as hotels or all-inclusive resorts.
- Offers tourists a unique, relaxing eco-friendly experience, allows them to enjoy the nature all around (e.g. listening to wildlife sounds at night) and may also include organic and natural local dishes.
- A natural setting is tourists’ top expectation, as well as sustainable hotel practices and certifications (e.g. Fairtrade, Green Tourism certificate).
- They expect Ecolodge to provide security to protect guests from crime/theft.

### How the activity should be positioned
- Chance to live in pure unspoiled natural setting that can also be premium and comfortable not only for nature enthusiasts but for a wider audience.
- ‘Green hotel’, eco-friendly, but is also safe, hygienic and prepared in case of emergency. Allows travelers to be involved in nature conservation.
- Opportunity to enjoy unique natural resources - special plant life, wildlife, natural geographical features in the vicinity, trails, lakes, etc.
- Positioned together with wildlife and/or Local Tourism as travelers are willing to pay more if combined with other activities.

### Where to promote and advertise the activity
- On hotel booking websites such as hotels.com and trivago.com, as these are where most tourists go to find out their options for accommodations.
- Reviews from visitors are also important as they help travelers choose among different options, commonly picking those with the best reviews.
- Foster partnerships with faculty and universities, and voluntourism providers that are more likely to choose Ecolodge as an alternative to hotels.
- Promote with travel agents as they recommend tried and tested places to tourists, offering a discounted price for reservations made through them.

Source: Euromonitor International based on consumer surveys in the US (38 respondents for Ecolodge) and trade interviews in the US and the Caribbean.
Middle-aged, ‘greener’ tourists that want to learn more about what CBT entails

General travel habits
- Nature enthusiasts that seek unique experiences different from home.
- Plan their trips no more than six months in advance but some decide which activities to do at the destination based on recommendations.
- Destination and travel websites, as well as hotel and airline websites, are the main source for research and informing themselves.

About the Caribbean
- Would like to visit the Caribbean to enjoy the tropical weather and beaches, and get some time to relax with their partners.
- The trip would last 1-2 weeks and they would choose an Ecolodge if the experience combines enjoying the natural setting with being in contact with nature, as well as time spent at the beach.

About Community-Based Tourism
- They have some familiarity with the term CBT and believe it refers to local communities that guide tourists to explore and learn about the area.
- They show high interest in doing CBT because they think it would be an interesting learning experience, but they need to find out more about it.
- They want to know what it entails but also how it benefits the community.

Source: Euromonitor International based on consumer surveys in the US (38 respondents for Ecolodge) and trade interviews in the US and the Caribbean
3+ days with their partners in an Ecolodge with possibility to also stay at hotel

- From a few hours to visit the establishment to several days for an overnight stay.

- Ecolodge is the top choice but some would combine it with other forms of accommodations such as hotels or resorts.

- Tourists usually prefer to travel with their partners.

- However, some solo travelers would choose Ecolodges to spend the night for a relaxing retreat.

- Tourists highly value the natural setting of a sustainable Ecolodge as it allows them to relax on vacation while being in contact with nature.

- Sustainability is also relevant for tourists as they expect sustainable practices and/or certifications.

- Some would also appreciate if they could get local transportation and local dishes.

Source: Euromonitor International based on consumer surveys in the US (38 respondents for Ecolodge) and trade interviews in the US and the Caribbean.
WILLINGNESS TO PAY

Price range is in alignment with tourist expectations, but they are willing to pay more

**US$51-1,000**
Price range that tourists are willing to pay based on their description

**US$80-1,200**
Price range currently offered in the Caribbean

How to encourage tourists to pay for a higher ticket:

- **Diversify Ecolodge by offering a premium alternative** for hesitant tourists that want to be comfortable and pampered, such as with hotels or all-inclusive resorts, but also who enjoy sustainable and socially responsible accommodations.

- **Provide a customized experience** by allowing them to purchase add-ons such as other CBT activities, local transportation, discounts at local restaurants, or local foods that are also sustainable and grown with no chemicals.

- **Promote ecotourism certifications** as a high number of Ecolodge enthusiasts are willing to pay 50% or more.

Source: Euromonitor International based on consumer surveys in the US (38 respondents for Ecolodge) and trade interviews in the US and the Caribbean
Organic certification generates greatest share (21%) of tourists willing to pay 100%+ price

Greatest share of tourists willing to pay more

- 82% of tourists are willing to pay more for Ecolodge that include local transportation or personalized packages; 48% are willing to pay at least 25% more for transportation; 37% are willing to pay at least 25% more for personalized packages.
- 63-76% of tourists are willing to pay more for Ecolodge that includes environmental sustainability, Organic certification, gives a known percent of ticket price back to community, and combined with other activities.
- 21% of tourists are willing to pay at least 100% more than the ticket price for Ecolodge if includes Organic certification.

Middle share of tourists willing to pay more

- 53-58% of tourists are willing to pay more for Ecolodge that benefits everyone fairly, includes VIP access, is Fairtrade certified, and includes products that are grown with no chemicals and sourced locally; the majority are willing to pay up to 25% more for these extras.

Least share of tourists willing to pay more

- 37% of tourists are willing to pay more for Ecolodge with a children's area/child care; 26% of tourists are willing to pay at least 50% more.

Source: Euromonitor International based on consumer surveys in the US (38 respondents for Ecolodge)
**Farm Tour** is an activity linked to a tour/visit to an **agricultural farm**. This can include **organic** farm tours, or tours of **specialized crops** such as coffee and cacao plantations, spice farms and medicinal herbs. Farm tours may include meals, food tastings, and/or accommodations.

**Examples in the Caribbean**

- Farm Tours can be offered by **specialized crop farms** like coffee, cacao, fruits and nuts, etc; some may include **livestock**.
- Experiences could highlight **certifications** such as **Fairtrade** or **Organic** like Bellevue Chopin Organic Farms Experience in Dominica.
- Other Farm Tours highlight **unique horticulture processes** such as the Maya Organic Farm Tour offered by Chaa Creek in Belize conserving traditional Maya farming techniques.
- Can be offered in **multi-activity itineraries** that may include horseback riding, local cuisine, cultivation and cuisine preparation, transportation and some, yet more rare, include accommodation on site or nearby.
- **Community associations of farmers** offer local Farm Tours.

**Favorable characteristics for Farm Tour**

- Provides a learning experience in a natural setting, fostering a true appreciation for local crops and farming techniques.
- Complementary to food tourism as source of ingredients with potential to offer full experience (including tasting) on farm site.
- Perception of being child-friendly experience, with animals.
- Linkage to Traditional Health and Wellness, and Local Tourism, activities growing in popularity or already see high interest.
- Community employment opportunity (guides, chefs, drivers).

**Challenges for Farm Tour**

- Limited demand due to low awareness about activity.
- Lack of infrastructure that makes it hard to reach the site.
- Natural disasters can destroy farms, limiting multiple revenue streams for community.
- Deterrents include biohazards and requiring disclosure when returning to source market.
- Certifications can be costly, yet are essential to differentiate among other Farm Tours and generate tourist participation.

Source: Euromonitor International based on consumer surveys in the US (58 respondents for Farm Tour) and trade interviews in the US and the Caribbean

Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
Interactive and family-friendly experience to visit a working farm using local techniques

Who to target

- Mature couples (over 55 years of age), but also families with children (age 6 and above) with at least a college degree and without family in the Caribbean.
- Usually plan six months in advance and search for information on direct supplier websites for airlines and hotels, but rely on destination or travel websites to learn about the destination and search for activities.
- Choose destinations based on the activities they offer; even better if they are outdoors, family friendly and in a safe environment for their families. Price is also a factor influencing the final decision.

What tourists expect to get

- Visit a working farm for a few hours and learn about agricultural practices and products that are unique to the destination.
- Expect to have a true local experience, with a guide from the local community and doing or seeing something that is different from what they have at home.
- Tourists also want to try the local food, with the possibility of tasting the products grown or made on the farm.
- Willing to pay more for convenience if it includes local transportation and an experienced local guide that walks them through.

How the activity should be positioned

- A different experience compared to the typical farms back at home. An educational and immersive experience into the community that is also fun, interactive and for a wide audience, from kids to curious adults.
- A visit to a working farm or plantation with local and unique agricultural processes and techniques that are part of the heritage of the destination country. Available certifications should also be highlighted.
- Potentially combining it with other hands-on CBT experiences such as Farm to Table so that they can try the end result.

Where to promote and advertise the activity

- Online, on travel or destination websites such as TripAdvisor or Expedia, with the option of including the activity in a pre-booked package that can be paid for by card, perhaps even with a discount for booking in advance.
- Leading food and travel websites, agro-tourism websites, travel guides and ads on social media and blogs to create awareness among travelers.
- At the hotel or resort, allowing tourists to book the tour through their hotel, and even include the cost in their hotel bill.

Source: Euromonitor International based on consumer surveys in the US (58 respondents for Farm Tour) and trade interviews in the US and the Caribbean
Actvity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
Tourists that plan their vacations around their family and what each can do affordably

General travel habits
- Likely to travel with partner and children if they have any.
- They are price-driven and not spontaneous, as they take 3-6 months to plan and rely on online hotel, airline and travel websites to decide.
- Activities offered at the destination are key because they need to find activities for all the travelers and some that they can also enjoy together.

About the Caribbean
- Consider the Caribbean an attractive region since it is affordable for the family, the weather is extraordinary, and there are activities for everybody.
- Convenience is key, so for a weekly Caribbean family or couple getaway, they choose an all-inclusive hotel with access to the beach or a cruise that offers fun activities for the kids and relaxing time for adults.

About Community-Based Tourism
- Low familiarity with the term CBT and unsure whether it means just engaging with locals while on vacation or taking guided tours by locals.
- The need for more exposure to shift travelers from just being interested to actually doing it.
- If they can learn what type of activities are offered within CBT, they will consider it because they appreciate that benefits go to the community.

Source: Euromonitor International based on consumer surveys in the US (58 respondents for Farm Tour) and trade interviews in the US and the Caribbean.
A guided visit that takes a few hours, done with at least one other person

Length of the activity
- Few hours: 41%
- Half day: 36%
- Full day: 19%
- Three days or more: 3%

Preferred accommodation
- Hotel: 28%
- All-inclusive resort: 16%
- Not included: 10%
- Bed and breakfast: 5%
- Ecolodge: 5%
- Short-term rental: 5%
- Homestay: 3%
- With family/friends: 2%

Travel companions
- Partner: 71%
- Family with children: 12%
- Alone: 9%
- Friends: 5%
- Family without children: 3%

Characteristics of the activity
- Local guide: 57%
- Local transportation: 49%
- Home-cooked meals: 14%
- All entry fees paid: 14%
- Harvest foods: 12%
- Harvest demonstration: 9%
- Interaction with locals: 5%
- Motorized tour: 2%
- Others: 2%

Some tourists that stay at hotels or resorts would be interested in adding on a Farm Tour as part of the experience while they are in the Caribbean.

Otherwise, they would book it independently.

Length of activity can range from a few hours to a full day, depending on how immersive it is.

This activity is to be done accompanied.

Most choose their partner because it is their usual travel companion.

If they travel with their kids, this will be an ideal activity to do together.

Visiting the farm is not enough if they do not get a local guide to walk them around and explain the stories and traditions at the farm.

Especially when farms are located away from the hotel, tourists expect to have transportation included.

Source: Euromonitor International based on consumer surveys in the US (58 respondents for Farm Tour) and trade interviews in the US and the Caribbean
There is room to charge more if tourists receive packages that seem more convenient.

**US$31-300**

Price range that tourists are willing to pay based on their description.

**US$20-150**

Price range currently offered in the Caribbean.

How to encourage tourists to pay for a higher ticket:

- **Create customized packages** with wider price ranges.
- **Premium/VIP options** with different durations, that can be personalized and allow for combination with other preferred activities such as gastronomic tours, turning the Farm Tour into a Farm to Table experience.
- **Pre-established group alternatives** that are more economical and require a certain number of attendees.
- **Provide an option for private and group transportation** that not only offers convenience but also allows for more personalized and premium options for price discrimination.

Source: Euromonitor International based on consumer surveys in the US (58 respondents for Farm Tour) and trade interviews in the US and the Caribbean.
WILLINGNESS TO PAY FOR ADDITIONAL ACTIVITY CHARACTERISTICS

Largest share of tourists willing to pay more than 25% price for customized Farm Tour

1. Greatest share of tourists willing to pay more
   - 64% of tourists are willing to pay more for a Farm Tour with local transportation and combined with other activities; the majority are willing to pay up to 25% more.
   - 59% of tourists are willing to pay more for a Farm Tour that gives a known percent of the ticket price back to the community or that includes customized packages or VIP access; 19% are willing to pay at least 25% more for customized packages.

2. Middle share of tourists willing to pay more
   - 33-47% of respondents are willing to pay more for a Farm Tour that is environmentally sustainable, benefits everyone fairly, Fairtrade certified, includes organic products, grown with no chemicals or sourced locally.
   - Less than 13% are willing to pay more than 25% for these.

3. Least share of tourists willing to pay more
   - 26% of tourists are willing to pay for a Farm Tour with a children’s area/child care.
   - 6% are willing to pay more than 25% for this service.

Source: Euromonitor International based on consumer surveys in the US (58 respondents for Farm Tour)
Traditional Health and Wellness is tourism that is based on locally significant wellness activities, done by tourists with the principal purpose of improving their health and wellbeing. Examples may include mineral baths, spa treatments, courses on ancient herbs and their uses, etc.

Examples in the Caribbean

- **Full-day excursions** such as Wotten Waven Spa in Dominica includes a natural spa, sulfur baths, local cuisine, transport, and an optional Ecolodge for accommodations.
- Milk River Baths as promoted by Jamaica’s Country Style network offers mineral paths, and spa treatments within natural setting.
- Sineku L’Escalier tete Chien Tour, classified as indigenous tourism for principle characteristic, offers Traditional Health and Wellness elements including medicinal herbs.
- Belvedere Community Nature and Heritage Woodlands Walk highlights herbal remedies as part of a great, nature-based, Local Tourism experience.
- Jamaica is an attractive Traditional Health and Wellness tourism destination with local knowledge of cannabis.

**Favorable characteristics for Traditional Health and Wellness**

- Opportunity to train local community members on cultural ancestral knowledge, ultimately preserving unique beliefs.
- Emerging trend in source market and greater global market especially as wellness relates to ancestral beliefs, medicinal plants and ingredients, and local techniques.
- Tourists can have a personalized educational experience in line with their desire to experience something new, and relaxation.
- Environmental sustainability and conservation efforts can ensure protection of natural assets required for traditional techniques.

**Challenges for Traditional Health and Wellness**

- Limited knowledge among tourists and less established products in Caribbean generate lower demand, yet it is emerging.
- Tourists tend to associate spas with luxury, and see CBT offerings as not luxurious.
- Unlike Asian countries, the Caribbean lacks positioning and global awareness as a destination.
- Limited development and offering by qualified healers reduces overall community involvement and employment potential.

Source: Euromonitor International based on consumer surveys in the US (55 respondents for Traditional Health and Wellness) and trade interviews in the US and the Caribbean.
Opportunity for niche market to enjoy a traditional and cultural mind-body experience

<table>
<thead>
<tr>
<th>Who to target</th>
<th>What tourists expect to get</th>
</tr>
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<tbody>
<tr>
<td>Female adult tourists of a wide range of ages (26-65 years old) who seek a relaxing vacation with activities for them and their travel companions. They usually seek beach vacations at destinations that allow for relaxation but also are drawn to more sophisticated and luxury tourism. Although they are price-driven, they would rather spend more if they felt it was safer for themselves and their loved ones. When they think about Traditional Health and Wellness, they often consider Asian countries as their top destinations, or Costa Rica, for a shorter trip.</td>
<td>Tourists expect a fully relaxing experience such as sulfur baths, hot springs, volcanic mud baths, local plant-based therapies, etc. Each treatment would last between a few hours and half a day and it could be either done with their partners or alone while their family is busy doing other activities. The top experience are massages, especially if they use “ancestral” techniques for deep relaxation. They are also interested in alternative therapies that they cannot find at home such as the ‘fish spa’ which is a fish pedicure method.</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>How the activity should be positioned</th>
<th>Where to promote and advertise the activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>A niche activity: an immersive mind-body experience but accessible.</td>
<td>Promote on travel websites such as TripAdvisor, as well as on lifestyle and women’s health and wellness magazines.</td>
</tr>
<tr>
<td>Described as an investment in oneself for pampering, while their travel companions are safe and busy elsewhere also enjoying themselves. A ‘digital detox’ for at least a few hours, to disconnect from everyday stresses and avoid using digital devices. Highlight unique offering of a wide variety of treatments done by qualified healers using local techniques that are different from the health and wellness offerings available to them back home.</td>
<td>Online reviews and comments on websites as well as influencers and wellness bloggers can also help promote the destination, as these sorts of recommendations are among the top sources of information. Hotels play a key role as they can offer the treatments in-house or have an arrangement to promote them as part of their retreat/resort experience and also contribute to boosting tourist awareness.</td>
</tr>
</tbody>
</table>

Source: Euromonitor International based on consumer surveys in the US (55 respondents for Traditional Health and Wellness) and trade interviews in the US and the Caribbean
Female tourists who want to unplug and enjoy beach but at a reasonable cost

**General travel habits**
- Enjoy exploring new things, especially if they can relax and enjoy them at an affordable and fair price.
- Usually travel with their partners and sometimes with children, if they have them.
- Are more likely to plan get the flights and hotels 3-6 months in advance but the activities are more likely to be decided closer to the trip date.

**About the Caribbean**
- The tropical weather and beaches make the Caribbean a interesting destination where they can relax but also explore with their companions.
- Beach Tourism is the top activity that comes to mind when they think about vacations to the Caribbean, but they are also interested in luxury tourism at an all-inclusive resort where they can be pampered.

**About Community-Based Tourism**
- They have some knowledge of or have heard about CBT, and understand that it offers a unique local feeling of the community through interactions.
- They might be interested because they see it as unique learning experience, but first they need to learn what it entails and some might also need to be exposed to it to raise awareness.

Source: Euromonitor International based on consumer surveys in the US (55 respondents for Traditional Health and Wellness) and trade interviews in the US and the Caribbean
A relaxing experience to enjoy for a few hours with a partner or alone

**Length of the activity**
- Few hours: 40%
- Half day: 25%
- Full day: 18%
- Two days: 7%
- Three days or more: 9%

**Travel companions**
- Partner: 56%
- Alone: 22%
- Friends: 13%
- Family with children: 7%
- Family without children: 2%

**Preferred accommodation**
- All-inclusive resort: 35%
- Hotel: 32%
- Not included: 7%
- With family/friends: 5%
- Ecotour: 5%
- Short-term rental: 5%
- Hostel: 4%
- Others: 2%
- Homestay: 2%
- Bed and breakfast: 2%

**Characteristics of the activity**
- Local guide: 31%
- Local transportation: 22%
- Massage: 22%
- Home-cooked meals: 20%
- Interaction with locals: 13%
- Educational tour: 9%
- Cultural ceremony: 2%
- Others: 2%

- Tourists are interested in doing these activities with their partners as they can be relaxing and intimate.
- Some also want to do them by themselves to disconnect and relax while their partners take care of the children.
- For travelers, Traditional Health and Wellness means a combination of treatments, including massages and meals.
- They should be complemented with local instructors who behave as guides, who can explain the rituals and benefits to turn it into a complete learning experience.

Source: Euromonitor International based on consumer surveys in the US (55 respondents for Traditional Health and Wellness) and trade interviews in the US and the Caribbean
Alignment between price of treatment and what tourists expect to pay

**US$31-300**

Price range that **tourists are willing to pay** based on their description

**US$30-250**

Price range **currently offered** in the Caribbean

How to encourage tourists to engage on this activity:

- **Offer a health and wellness package as part of the resort and hotel experience** (either on site or with transportation to the establishment if needed) with activities that focus on the use of herbs and treatments that are **environmentally sustainable, socially responsible** and certified, if available.

- **Add treatments that are rising in popularity** at a global level such as the use of cannabis for pain and skin treatments, PTSD, and other health purposes.

- **Customized and exclusive options** are opportunities to charge a little more among those with a higher willingness to pay.

Source: Euromonitor International based on consumer surveys in the US (55 respondents for Traditional Health and Wellness) and trade interviews in the US and the Caribbean
Greatest share of tourists willing to pay more

- 69% of tourists are willing to pay more for Traditional Health and Wellness that includes local transportation and accommodations; 36% of tourists are willing to pay more than 25% for accommodations compared to 25% of tourists for transportation.
- More than 60% of tourists are willing to pay more for Traditional Health and Wellness that is environmentally sustainable, combined with other activities, and gives a known percent back to the community; 29% of tourists are willing to pay 25%+ more for the latter two.
  ▪ At least 55% of tourists are willing to pay more if Fairtrade certified, with VIP access or customization; 25% are willing to pay 25%+.

Middle share of tourists willing to pay more

- 33-47% of respondents are willing to pay more for Traditional Health and Wellness, environmentally sustainable, benefits everyone fairly, is Fairtrade certified, includes products that are organic, and/or grown with no chemicals or sourced locally.
- Most of these tourists are willing to pay up to 25% more.
- 28% of tourists are willing to pay at least 25% more for Fairtrade certification.

Least share of tourists willing to pay more

- 42% of tourists are willing to pay more for Traditional Health and Wellness with access to children's area/child care; 28% of tourists are willing to pay at least 25% more for these services.
- 44% of respondents are willing to pay more for Traditional Health and Wellness that benefits everyone fairly.

Source: Euromonitor International based on consumer surveys in the US (55 respondents for Traditional Health and Wellness)
Wellness is activities that offer preventive, lifestyle-enhancing, relaxing, pampering and healing treatments. Experiences can include yoga, mindfulness, and meditation retreats including detox retreats, and retreats guided by expert nutritionists among other specialists.

Examples in the Caribbean

- Wellness activities include health and nutrition classes such as yoga, nutrition and meditation.
- Other wellness classes include creative arts and gastronomic experiences aimed at relaxation and being present.
- Wellness activities can be offered in the form of multi-day retreats often employing community for positions other than instructors of retreats (e.g., at accommodations, food preparation, transportation, etc.).
- A variety of therapies including mud massages, light therapy and crystal healing can be offered within the spa or natural landscape.
- The abundance of nature and tranquil natural surroundings place many Caribbean islands in an ideal position for wellness activities that are offered within the natural environment and/or Ecolodges, resorts, and cultural centers.

Favorable characteristics for wellness

- Emerging trend in source market and greater global market, especially among females.
- Travelers’ perception that Caribbean wellness is affordable.
- Complementary activity for tourists that seek relaxation during tropical beach vacation (relax, balance, rejuvenate).
- Conscious tourists embracing ethical living prefer environmental sustainability efforts including local and organic agricultural practices, natural setting (appropriate for digital detox), etc.

Challenges for wellness

- Often led outside of the community, especially in retreat settings.
- Class format dominates current Caribbean offering generating a lower willingness to pay, limiting potential community revenues.
- Travelers’ lack of clarity on expectations for wellness activity and CBT in general (particularly varying degrees of luxury and limit in qualified healers).
- Limited knowledge among tourists and less established products in Caribbean generate lower demand (yet emerging).

Source: Euromonitor International based on consumer surveys in the US (42 respondents for Wellness) and trade interviews in the US and the Caribbean
Activity definition source: Caribbean Tourism Organization, United Nations World Tourism Organization, and Euromonitor International
**Who to target**

- Female adults aged 26-55 that are either married or single and seek out lively spots to meet new people but that also allow for rest and relaxation.
- They normally travel accompanied by family or friends but are more likely to enjoy the activity by themselves as they seek a unique getaway that is a learning experience that 'nourishes the body and mind'.
- Destination and travel magazines, recommendations from friends and family, as well as social media, influencers and blogs play a significant role in the decision-making process.

**What tourists expect to get**

- A relaxing experience for the mind and body provided by local instructors that can also include a retreat and healthy organic meals.
- The activity also includes classes that involve physical movement with the aid of expert instructors who can also teach cultural/religious practices that have a positive influence on personal growth and stability.
- It lasts from a few hours to half a day and can be done with travel companions as well as alone, as long as their companions are safe and have other activities to do.

**How the activity should be positioned**

- Personalized experience with unique practices as well as healthy foods and drinks, offering a local and nourishing experience different from home. Affordability compared to other regions can be a big selling point.
- The target market is more attracted to specific wording to describe these activities such as relaxation, balance, rejuvenation, nourishing (wording to be selected according to the treatment provided).
- The Ecolodge experience can also be combined with wellness activities to add a premium feel and offer more value for the nature enthusiasts.

**Where to promote and advertise the activity**

- Online promotions on travel websites (e.g. pop-up ad space on spa forums on TripAdvisor) and on wellness magazine and forums to create awareness and attract tourists that seek affordable but memorable experiences.
- Reviews and endorsements on activity-specific and destination websites.
- Hotels play a key role, as they can offer the treatments in-house or have an arrangement to promote them as part of their retreat/resort experience and also contribute to boosting awareness among tourists.

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Source: Euromonitor International based on consumer surveys in the US (42 respondents for Wellness) and trade interviews in the US and the Caribbean
Female travelers looking to relax and socialize while having a fulfilling experience

**General travel habits**
- Enjoy exploring new things but also socializing and meeting new people, which is why they could travel accompanied or alone.
- They take around 6 months to decide their flight and accommodations, and rely heavily on the direct supplier websites.
- Activities can be determined on the spot based on recommendations.

**About the Caribbean**
- The Caribbean is on their travel list for the next 18 months because they look forward to relaxing and enjoying the tropical weather with a partner.
- The trip will last for a week at an all-inclusive resort with access to the beach and beach activities and/or a 5-star hotel that offers luxury tourism packages and VIP options.

**About Community-Based Tourism**
- CBT knowledge is limited; some define it as sustainable tourism while others say that it is a type of tourism unique to the community visited.
- After learning what CBT entails, these tourists would consider doing some CBT activities the next time they visit the Caribbean, to try something different and have a unique experience where they meet and connect with others.

**Source:** Euromonitor International based on consumer surveys in the US (42 respondents for Wellness) and trade interviews in the US and the Caribbean
Value-added guided activity offered at resort for full relaxation for several hours

**Length of the activity**

- Few hours: 38%
- Half day: 26%
- Full day: 21%
- Three days or more: 14%

- Length varies significantly.
- An independent activity can last for a few hours while whole packages in a hotel can last a full day or several days.

**Preferred accommodation**

- All-inclusive resort: 40%
- Hotel: 26%
- Bed and breakfast: 10%
- With family/friends: 7%
- Homestay: 5%
- Ecotourism: 5%
- Not included: 5%
- Others: 2%

- They seek the convenience of an all-inclusive resort or a hotel where wellness activities could be booked as part of their added services.

**Travel companions**

- Partner: 40%
- Alone: 29%
- Friends: 21%
- Family with children: 7%
- Family without children: 2%

- Tourists are interested in doing these activities with their partners.
- Some also want to do them with friends or by themselves to disconnect and relax while their partners take care of the children.

**Characteristics of the activity**

- Local instructor: 26%
- Physical movement: 17%
- Local transportation: 14%
- Home-cooked meals: 14%
- Expert instructors: 14%
- Meditation: 10%
- Interaction with locals: 7%

- Tourists have no clarity on what type of activities they expect to do.
- Physical movement stands out slightly.
- They are willing to be surprised if the offering includes a local instructor that will guide them through the activity.
- The ultimate goal is to reach full relaxation from everyday life, worries, and stress.

Source: Euromonitor International based on consumer surveys in the US (42 respondents for Wellness) and trade interviews in the US and the Caribbean.
As a niche activity, tourists are willing to pay more if they can fully detox conveniently.

**US$31-1,000**
Price range that tourists are willing to pay based on their description

**US$20-40**
Price range currently offered in the Caribbean

How to encourage tourists to pay for a higher ticket:

- Guarantee that the individual has only one responsibility, enjoying the experience, by offering a package that includes accommodations and transportation to where the activity will take place, if needed. Other activities can be part of a multi-day retreat or a multi-activity experience.

- Allow tourists to feel special by offering VIP treatments such as private sessions or retreats guided by international experts.

- Promote wellness treatments as environmentally sustainable and benefiting the community.

Source: Euromonitor International based on consumer surveys in the US (42 respondents for Wellness) and trade interviews in the US and the Caribbean.
Most tourists are willing to pay more for combining activities, including those WTP 50%+

1. Greatest share of tourists willing to pay more
   - 74% of tourists are willing to pay more for activities that include accommodations and are combined with other activities; 26% of respondents are willing to pay at least 50% more for the latter (e.g., Food and Beverage Tour and/or Traditional Cuisine)
   - 71% of tourists are willing to pay more for activities that include transportation; 41% of tourists are willing to pay at least 25% more.
   - Between 60% and 70% of tourists are willing to pay more for activities that are environmentally sustainable and offers VIP access, for personalized packages, or for activities that give back to the community.

2. Middle share of tourists willing to pay more
   - 55-57% of respondents are willing to pay more for activities that benefit everyone fairly or are Fairtrade certified.
   - The majority are willing to pay up to 25% more for these extras.

3. Least share of tourists willing to pay more
   - 50% of tourists said they are willing to pay extra for Wellness with child care.
   - 35% of tourists are willing to pay at least 25% more for Wellness with child care.

Source: Euromonitor International based on consumer surveys in the US (42 respondents for Wellness)
Indigenous Tourism Overview in the Caribbean

Indigenous Tourism is a tourism activity that is owned, operated, and/or managed by members of indigenous communities, and offers unique and authentic experiences to visitors while also contributing to sustaining local livelihoods, protecting valued socio-cultural traditions, and the natural and cultural heritage resources of the community.

Examples in the Caribbean

- Tri-Lake Tourism Experience as offered in Guyana exposes travelers to indigenous culture in an immersive and multi-sensorial experience including a nature tour, lake tour, birdwatching, and culinary experience.

- Community developed and run Kalinago territory offers multiple indigenous experiences including homestays, cultural center with live demonstrations of historically important crafts and way of life, local cuisine and nature tours even showcasing culture and dance at an annual Festival.

- Sineku L’Escalier tete Chien Tour is another Kalinago indigenous product offering, consisting of a multi-activity experience with medicinal herbs, waterfalls, swimming, hiking (including in national parks), and local cuisine.

Favorable characteristics for indigenous tourism

- Cultural preservation of unique destination-specific assets such as language, beliefs, traditions, food, lifestyle.
- Employment potential and opportunity for indigenous community that can otherwise have limited access.
- Educational learning experience for travelers, including families, and school and volunteer groups.
- Firsthand interaction with community via multiple activities that develop the traveler’s authentic appreciation for the community.

Challenges for indigenous tourism

- Not all areas are open to bringing tourists into their communities.
- Limited geographies with indigenous people in the Caribbean keeping potential businesses and capacity low.
- Low awareness and understanding of activities offered, resulting in travelers choosing to participate in other activities.
- Tourists may perceive rural communities as less safe.
### Who to target
- Married adults over 46 years old, and people younger than 25, usually students interested in immersive learning experiences.
- Planning time ranges from less than three months to six months or more. Destination and travel sites are the main sources of information.
- When on vacation, they prefer to try, see, and learn new things and that is why they have participated in CBT before and show a high interest in CBT.
- They are price-driven but they pay attention to the activity offering. Historical attractions and sightseeing are a must have to choose the destination.

### What tourists expect to get
- A cultural experience to meet, learn from and interact with local/indigenous people in their communities and understand their way of life. Can be combined with a homestay for a more complete and rewarding experience.
- The activity alone lasts up to a full day. But combined with a homestay, tourists expect it to be a longer and immersive experience of 3+ days.
- An appealing activity needs local guides that can be also be part of the family that is hosting the tourists. Local interaction with the community is highly appreciated to get firsthand exposure to rituals, habits and traditions.

### How the activity should be positioned
- A unique cultural exchange that is a deeply immersive local experience that offers a more complete image of the tradition and origins of the Caribbean.
- Highlight it as an educational experience, where they will be able to connect with community members and have fun. They can also live the community’s unique practices by combining it with a homestay for immersion.
- Emphasize safety, knowledgeable guides, emergency preparedness, easy connections to mainstream transport such as airports or to large cities. Also highlight any responsible tourism certifications for credibility.

### Where to promote and advertise the activity
- Advertised online via booking websites to attract tourists when they are researching, send them to the direct supplier or destination website where they can pre-book the activity and/or the homestay (or vice versa).
- Tourists expect to book online and pay by card, therefore, the activity should be able to accept credit card payments at least by partnering with suppliers.
- Foster partnerships with universities and faculty that focus research on specific indigenous cultures to promote indigenous tourism also as an academic experience for students.

Source: Euromonitor International based on consumer surveys in the US (67 respondents for Indigenous Tourism) and trade interviews in the US and the Caribbean
Social and adventurous tourists that appreciate CBT and learning also on vacation

**General travel habits**
- Choose to travel with partner or friends to explore destination together.
- Start thinking about their trip at least three months in advance by looking for information on destination or travel websites or magazines.
- The main attractions, especially historical and cultural, are key to select the destination, closely followed by the price.

**About the Caribbean**
- The tropical weather is attractive for vacations in the Caribbean, where tourists can relax at the beach with their partner at an affordable price.
- Tourists prefer to stay for a week at a hotel or all-inclusive resort.
- Although going to the beach is the preferred activity, they enjoy socializing with locals to experience music, food, and lifestyle as a local would do.

**About Community-Based Tourism**
- They are interested in CBT and most have done it before, but some do not know that these activities that they find appealing belong to the CBT category.
- CBT is highly attractive and in line with their vacation goals: learning new things, interacting with locals and living a unique experience that cannot be found anywhere else.

Source: Euromonitor International based on consumer surveys in the US (67 respondents for Indigenous Tourism) and trade interviews in the US and the Caribbean
How the tourist describes the activity

From a short visit to a community to a 3+ day homestay to practice rituals and traditions

**Length of the activity**
- Few hours: 21%
- Half day: 27%
- Full day: 25%
- Two days: 7%
- Three days or more: 19%

**Preferred accommodation**
- Hotel: 27%
- All-inclusive resort: 15%
- Homestay: 19%
- Not included: 12%
- Bed and breakfast: 9%
- Ecocamp: 9%
- With family/friends: 6%
- Others: 3%
- Short-term rental: 3%
- Hostel: 1%

**Travel companions**
- Partner: 57%
- Alone: 15%
- Friends: 15%
- Family with children: 7%
- Family without children: 6%

**Characteristics of the activity**
- Local guide: 33%
- Interaction with locals: 31%
- Local transportation: 19%
- Home-cooked meals: 19%
- Cultural ceremony: 15%
- Educational tour: 15%
- All entry fees paid: 10%
- Arts: 3%
- Others: 1%

- Tourists mostly prefer to do this activity with their partners.
- Others choose to travel with friends or alone depending on their comfort level and interest in direct and authentic engagement with local community.

- Accommodations and activity length depends on the level of depth desired.
  - Some might be interested in a full learning experience by staying with the community for a full day or more.
  - Others might choose to spend a few hours and stay at a hotel or a combination between homestay and hotel.

- The connection and the interaction with locals stand out among enthusiasts.
  - They define indigenous tourism as an activity that is done and experienced firsthand.
  - Some also show interest in trying their food (assuming it is characteristic of the community).
  - Participating in the ceremonies also make the activity more immersive.

Source: Euromonitor International based on consumer surveys in the US (67 respondents for Indigenous Tourism) and trade interviews in the US and the Caribbean
Travelers are willing to pay more for real experiences, and those that benefit community

**WILLINGNESS TO PAY**

**US$51-300**

Price range that *tourists are willing to pay* based on their description

**US$30-110**

Price range *currently offered* in the Caribbean

How to encourage tourists to pay for a higher ticket:

- Promote the activity as something *organized by or in partnership with the indigenous community* to attract tourists willing to pay more in order to benefit the local community.

- Offer the more immersive option with *short- or long-term homestay* and include *local transportation* for convenience if diverse communities are visited.

- Give tourists a *personalized experience* by allowing them to select if they would like to include other activities such as food tasting or making crafts.

Source: Euromonitor International based on consumer surveys in the US (67 respondents for Indigenous Tourism) and trade interviews in the US and the Caribbean
Indigenous Tourism participants care about giving back to communities

1. Greatest share of tourists willing to pay more
   - 67% of tourists are willing to pay more for Indigenous Tourism if a known percentage goes back to the community, most up to 25% more.
   - 60-61% of tourists are willing to pay more for Indigenous Tourism combined with other activities, includes transportation and gives personalized packages, the majority up to 25% more.
   - 48-56% of tourists are willing to pay more for Indigenous Tourism with environmental sustainability, VIP access, or accommodations.

2. Middle share of tourists willing to pay more
   - At least 31% of tourists are willing to pay more for Indigenous Tourism that includes Organic certification or ingredients grown with no chemicals.
   - Most tourists are willing to pay up to 25% more for these characteristics, whereas only 11-14% of tourists are willing to pay more than 25%.

3. Least share of tourists willing to pay more
   - 27% of tourists are willing to pay more for Indigenous Tourism with access to children's area/child care, although 21% of tourists are only willing to pay up to 25% more for these services.

Source: Euromonitor International based on consumer surveys in the US (67 respondents for Indigenous Tourism)
Positioning of Caribbean CBT activities should be tailored to target profile

**Caribbean Explorers**
Have traveled to the Caribbean for leisure

- Mature, married adults that travel with their partners to relax but also want to discover new destinations.

- CBT has potential as they also seek authentic experiences during travel.

- **What to do to engage them:**
  - Be present during their research phase
  - Position the Caribbean experience as relaxing getaway + unique local activities to be added
  - Leverage affordability, ideal offer at the right price

**CBT Connoisseurs**
Have traveled abroad and done CBT

- Mature, married adults who are more interested in adventure and affordable learning experiences on holidays.

- CBT show higher potential as they are more interested in immersive educational experiences and not just relaxing.

- **What to do to engage them:**
  - Highlight value-for-price with
    - A menu with CBT options to complement Beach Tourism
    - Activity authenticity and localness
  - Be present to influence consumer decisions during research process

'Caribbean Explorers' profile is based on survey conducted in the US. N = 467

'CBT Connoisseurs' profile is based on survey conducted in the US. N = 262

'Guyanese in the Diaspora' profile is based on survey conducted in the US. N = 33
Guyanese are interested in easy, fulfilling CBT activities that allow them to get away

1. **Guyanese in the Diaspora that traveled to Guyana in last three years**
   - They either go alone (64%) or with a partner or friends for a week or two.
   - Generally select a mix between water activities and gastronomic experiences.
   - Overall there is lower interest in sightseeing than among those Guyanese in the Diaspora that have not traveled to Guyana.

2. **Familiarity and interest in Community-Based Tourism**
   - 55% of respondents are familiar with the term Community-Based Tourism (CBT).
   - All respondents would be interested in doing CBT as it is a getaway activity and a unique, fulfilling, and easy experience.
   - Approximately half have already done all CBT activities surveyed, either in the Caribbean or in other regions.

3. **Most popular CBT activities**
   - Local Tourism is most popular as it provides a true appreciation for the community.
   - Traditional Cuisine is second most popular it is an opportunity to try authentic local food and beverage and can fill time.
   - Festival and Traditional Health and Wellness are third and fourth most popular as it is an opportunity to get away.

4. **Least popular CBT activities**
   - Volunteer with Local Experience is the least popular CBT experience (36% of Guyanese that traveled to Guyana in last three years).
   - Wellness is the second least popular CBT experience (27% of Guyanese that traveled to Guyana in last three years).
   - Farm to Table and Ecolodge are equally lower in popularity (27% of Guyanese that traveled to Guyana in last three years).

*Source: Euromonitor International

*Guyanese in the Diaspora that have traveled to Guyana in the last three years, consumer survey, N = 11*
Environmental sustainability and child care could encourage higher tickets among Guyanese

<table>
<thead>
<tr>
<th>Activity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Tourism</td>
<td>55%</td>
</tr>
<tr>
<td>Traditional Cuisine</td>
<td>45%</td>
</tr>
<tr>
<td>Festival</td>
<td>36%</td>
</tr>
<tr>
<td>Traditional Health and Wellness</td>
<td>36%</td>
</tr>
</tbody>
</table>

### Local Tourism
- More than half of respondents that selected Local Tourism are willing to pay 100% more for environmental sustainability, VIP options, Organic certifications, and combining it with other activities.
- All are willing to pay more than 50% for child care and combining activities.

### Traditional Cuisine
- The largest share of travelers is willing to pay 100% more if Traditional Cuisine benefits everyone fairly.
- Over half of respondents are willing to pay at least 50% more for additional activity attributes.

### Festival
- An equal number of respondents selected Festival and Traditional Health and Wellness as popular activities.
- Half of respondents are willing to pay at least 100% more for customized and personalized Festival packages.

### Traditional Health and Wellness
- An equal number of respondents selected Festival and Traditional Health and Wellness as popular activities.
- Traditional Health and Wellness generates greater WTP and additional attributes can increase tourist WTP; 75% are WTP at least 50% more for activities that benefit everyone fairly and include environmental sustainability.
Tourists seek authentic, unique and socially responsible experiences planned digitally

Experience More

- Tourists strive to experience more during travel; for example, tourists seek all-encompassing experiences such as creating their own ceramic pot with an artisan as opposed to simply purchasing a pot.
- Direct engagement with the community enhances the CBT experience creating an authentic and unique interaction for tourists that they cannot get anywhere else.

Ethical Living

- People are becoming more mindful of others, including the environment.
- More mindful tourists seek out niche tourism experiences that align with their values.
- Examples include sustainable tourism, ecotourism, impact tourism, and responsible tourism.

Personalization

- More tourists are seeking for one-of-a-kind experiences that are exclusive to the destination and align with their interests.
- For example, direct community involvement allows for inherently personalized experience.
- Activities positioned this way, providing a "VIP experience", are perceived as more premium.

Trip Planning & Booking Reinvented

- Tourists use of a myriad of online information (TripAdvisor, social media, economy booking sites, etc.).
- Tourists can plan, reserve and pay for all aspects of trip online prior to trip departure.
- Tourist providers must have digital payment options to allow credit card purchase; as mobile wallets continue to gain traction in source markets, tourism providers will need to incorporate this method quickly, and sustain it over the long term.

*Source: Global Survey conducted by Euromonitor International
43% of global consumers prefer spending money on experiences, up from 39% in 2017
44% of consumers agree or strongly agree to trust claims of supporting a charitable cause in 2019, up from 43% in 2017
31% of global consumers purchase travel via smartphone in 2019, up from 22% in 2017
Activities should be unique to destination, supported by key stakeholders, and accessible online

<table>
<thead>
<tr>
<th>Community assets</th>
<th>Public and private organizations</th>
<th>Tourist interests</th>
<th>Digital booking</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Community assets include natural and cultural characteristics of community.</td>
<td>▪ CBT providers need the support of governments, tourism boards, and other third-party players for:</td>
<td>▪ Tourists seek unique and authentic experiences such as:</td>
<td>▪ New digital platforms disrupt trip planning and booking processes:</td>
</tr>
<tr>
<td>▪ Examples include unique species of wildlife and/or cultural beliefs and practices.</td>
<td>▪ Access to financing</td>
<td>▪ Engage with the community</td>
<td>▪ Tourists learn about destinations on social media</td>
</tr>
<tr>
<td>▪ Community members already have the necessary familiarity, knowledge, and capacity to lead CBT activities that focus on their community assets.</td>
<td>▪ Policy and regulation</td>
<td>▪ Taste local, Traditional Cuisine</td>
<td>▪ Research flights on economy sites*</td>
</tr>
<tr>
<td>▪ Remember what is considered common to the community may be unique for tourists.</td>
<td>▪ Physical infrastructure</td>
<td>▪ Learn new languages</td>
<td>▪ Read activity reviews on Trip Advisor</td>
</tr>
</tbody>
</table>

Leverage existing natural and cultural assets, as these are unique to tourists

Develop workforce and infrastructure through policy, regulation, and investment

Position towards tourist interest in authentic experiences and social responsibility

Promote and offer digital booking options to stay relevant for evolving trip-planning process

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*Economy sites refers to online search engine platforms that allow tourists to search for the best deals across providers.
Tourists look to experience more – Instead of just buying Costa Rican coffee to bring home, they also learn about community assets (coffee cultivation) in an experiential way from growing the crop to consumption.

The certified and award-winning sustainable agricultural practices capture the attention of ethical living tourists (e.g., reforestation efforts)

Successfully blends CBT activities that resonate with multiple tourist segments (e.g., S.A.V.E, group tours, families, partners) both foreign and domestic while also generating greater community impact.

Activity

“Exciting and immersive tour” (2-3 hours long) offered by a locally owned community cooperative and led by a local guide within rainforest

- Tourists can harvest coffee in fields (seasonally dependent)
- Observe coffee in various stages in educational center on site
- See roasting demonstration
- Taste different coffees that underwent different techniques
- Spend time with farm animals
- Explore organic gardens
- Spot rare wildlife

Key Takeaways

- Tourists look to experience more – Instead of just buying Costa Rican coffee to bring home, they also learn about community assets (coffee cultivation) in an experiential way from growing the crop to consumption.
- The certified and award-winning sustainable agricultural practices capture the attention of ethical living tourists (e.g., reforestation efforts)
- Successfully blends CBT activities that resonate with multiple tourist segments (e.g., S.A.V.E, group tours, families, partners) both foreign and domestic while also generating greater community impact.

Multi-day impact tourism trek attracts conscious tourists and trekkers seeking a personalized experience

**Activity**

Multi-day trek with social impact attracts multiple segments:
- Serious trekkers (solo or groups) looking to hike the Himalayas.
- Corporate and/or student group trips with a focus on leadership, teambuilding and interactive learning.
- Socially conscious tourists hoping to positively affect the visited destination.

Trekkers bring renewable energy to remote villages, as well as improving digital education and livelihood in community (impact tourism)
- Impact tourism is positioned as “less invasive” than other voluntourism experiences which resonates with more tourists.
- Impact is quantified and communicated transparently via the website.

**Key Takeaways**

- Tourists leave with a personalized experience based on their interaction with local communities and their members.
- Growing niche of conscious tourists look for activities that positively impact destination communities (e.g., clean energy) demonstrating ethical living.
- Global awards and client testimonials build credibility for activity offered.
US tourists search for, select, and pay for gastronomic experiences directly with local hosts online

**Activity**

- Digital platform connects local hosts in a destination market with tourists seeking a gastronomic experience.
- Functions like Airbnb for gastronomic experiences and utilizes an application process for hosts to ensure quality of experience.
- Tourists have personalized experiences interacting directly with host.
- Tourists search based on geography, experience (meals, cooking classes, food tours), dates and number of guests to view gastronomic experiences available (trip planning and booking reinvented).
- Digital payment is processed by Stripe.

**Key Takeaways**

- Global platforms consolidate activity offerings on fewer searchable sites improving convenience for tourists and allowing for more focused promotional efforts by CBT providers.
- Digital platforms allow for tourist reviews of experience to be highly visible.
- Sites allow for checking availability and online booking/reservation management with a secure digital payment.

Source: [https://www.eatwith.com/](https://www.eatwith.com/)  
Tourism and Community-Based Tourism in the Caribbean
A tropical affordable destination where tourists can relax and unwind at beach

Most tourists choose the Caribbean for beach and cruise tourism, but many are interested in other activities as well.

Experts interviewed agree that there are very few tourists that seek only CBT while on vacation.

However, CBT activities make great add-ons for the tourist that looks to experience unique aspects of the destination not available in their home country.

92% would consider traveling for leisure to the Caribbean

Reasons why tourists would consider traveling to the Caribbean for leisure

Reasons why tourists would not consider traveling to the Caribbean for leisure

Source: Euromonitor International, survey conducted in the US. N = 629
CBT interest is limited by familiarity as people might not be willing to try something unknown.

21% are familiar with CBT
79% would be interested in doing CBT in the Caribbean

- Most tourists have not done CBT before and are not quite sure what CBT means; over 20% of respondents mentioned they did not know it at all.
- Generally, people think that CBT implies community interaction either by hiring a local guide to learn about the country or engaging with them on vacation to learn about their culture, rituals, and traditions.
- They require more exposure to the benefits of CBT for them and the community in order to boost familiarity and interest.

Reasons why tourists would consider doing CBT in the Caribbean

Reasons why tourists would not consider doing CBT in the Caribbean

Source: Euromonitor International, survey conducted in the US. N = 629
Increased digital presence, policies, and product development drive CBT in Caribbean

**Caribbean CBT drivers**

- Development of unique and authentic CBT experiences focused on the abundant natural and cultural community assets.
- Access to public and private financing opportunities aids new CBT initiatives and expansion of existing CBT activities.
- Licensing programs build credibility among tourists (in health and safety) for nontraditional tourism providers.
- Travel agencies promote sustainable and responsible travel options in source markets (e.g., responsibletravel.com).
- Showcasing Caribbean CBT activities at international travel fairs, conferences, and online including social media helps increase international awareness.
- Caribbean community networks like “Country Style” and “Unique Jamaica” collectively promote CBT activities.
- Government focus on sustainable tourism with organizational mandates, master plans and policy in support of CBT.
- Digital platforms like Airbnb and 'Eat with a Local' eliminate intermediaries and allow direct tourist-community contact.
- Improvements on digital payment structure meet tourist expectations for booking and preferred payment method.

**Caribbean CBT barriers**

- Lack of transparency and trust in amount of tourism expenditure that goes back to local communities.
- Limited global standards for CBT providers, and existing negative perception among tourists of safety and hygiene in rural and remote communities.
- Lack of capacity-building for all required skills (product planning, marketing, accounting, access to capital, operating a business, and customer service) for community members.
- Lower international promotion, as a result of fewer linkages for CBT providers in source markets, limits CBT awareness.
- Lack of incentives for travel agents to incorporate CBT in itineraries due to lower margins and profitability of CBT.
- Natural disasters damage existing infrastructure and food supply, which can pause availability of CBT offerings.
- Limited digital promotion by CBT providers and low tourist awareness of CBT (and relevant search terms) results in low searchability online for CBT activities.
- Lack of online booking and digital payment options at time of booking means loss in capturing interest of potential tourists.
How to generate interest in Community-Based Tourism among beach tourists
Offer and promote CBT activities as complementary to standard Beach Tourism itinerary

1. Promote CBT as add-on secondary activities that can be planned upon arrival at destination
   - Beach Tourism is the primary focus of their one- to two-week trip, yet tourists wish to participate in other activities to complement the time spent at the beach, which averages a few hours to half a day.
   - They are interested in other activities such as sightseeing, historical and cultural attractions, and food and restaurants.
   - Activities can be offered at complementary times (for example, a few hours mid-day to escape the heat and harsh sun or late afternoon following their beach day) and aligned to their principal interests while on vacation.

2. Grow CBT awareness and benefits to align with tourist interest and eventual CBT participation
   - The majority of tourists are not familiar with CBT; the common perception is that this term means engaging with people in the community while on vacation, which does not appeal to all tourists because it requires more ‘commitment’.
   - Leverage similarities in tourist interest and local Caribbean CBT capabilities as a foundation to diversify the offer.
   - For instance, greater interest can be developed by positioning CBT activities primarily towards tourists’ interests (historical and cultural attractions, and food and restaurants).

3. Position as a unique, new learning experience
   - Leverage the fact that tourists want to ‘experience more’ while they travel and highlight the unique destination-only attributes and cultural learning experience for tourists from participating in CBT.
   - Use Beach Tourism as a ‘foot-in-the-door’* strategy by promoting recommendations for these activities at beach tourist hotels (including all-inclusive resorts) by hotel staff.

*Foot-in-the-door refers to a commercial technique in which a person is more likely to agree to a larger request (doing more activities at the destination) by having them agree to a modest request first (visiting the Caribbean for Beach Tourism for their own willingness).
‘PRIORITIZE’ RECOMMENDATIONS

Lowest-hanging fruits where efforts should be focused to leverage existing tourist interest

Main focus of marketing and promotion efforts

▪ Leverage genuine and existing tourist interest in these activities to take advantage of the high benefits they offer by focusing promotion efforts on them.
▪ Guarantee online presence at the time of research on travel sites, social media (potential partnerships with influencers).
▪ Allow for online booking either while researching or on site, facilitate online payments and credit card acceptance.
▪ Partner with hotels and cruise lines to reach a higher number of potential clients.

2

Use the proper message to move from interest to purchase

▪ Promote these activities as beneficial for both the tourist and the community.
▪ Inform and educate tourists to learn about the benefits of engaging in these activities for the community (e.g. % that goes back to the community) as well as everything they will be able to learn and that is unique to that destination.
▪ Allow tourists to design and build their own experiences by offering a menu of options they can mix and match as well as a guide and additional local transportation, if needed.

3

Pay attention to areas that make tourists hesitant

▪ Help tourists relax and enjoy the experience without having to think about potential risks, hygiene, and safety issues.
▪ Inform tourists about the source of the food ingredients, existing regulations, and certifications to increase credibility.
▪ Provide guides that are local experts and will both guide and protect tourists from more dangerous areas and keep them from straying off the beaten path.
Strengthen international promotion to grow tourist interest in high Caribbean benefit activities

Promote in source markets to generate greater interest among tourists
- Grow tourist understanding of activity with lifestyle features on travel blogs, social media, and other digital media sites.
- Adapt promotional message to resonate with tourists traveling to the Caribbean to relax, enjoy the weather, and complement their itinerary with authentic cultural experiences.
- Include within multi-activity itinerary offered by travel agents.

Reposition activities to highlight 'unique cultural experience' for tourists
- Emphasize 'unique cultural experience' to align with tourist interest in personalized experiences.
- Highlight community impact and benefit, important for the tourist embracing ethical living.
- Allow tourists to sense reciprocity in the experience as opposed to a one-sided 'giving experience' that requires them to donate time or money without receiving something in return.

Offer shorter experiences at high-traffic accommodations to increase volume and frequency of participation
- Improve access to these activities for tourists that do not typically take part in multi-day group travel experiences.
- Offer shorter multi-activity experiences that interest guests traveling to the Caribbean for its beaches and to relax.
- Partner with hotels and other places of lodging to promote activities while simultaneously building credibility by association in regards to safety, hygiene, and regulations (which currently limit tourist participation).
‘DEVELOP LOCALLY’ RECOMMENDATIONS

Promote employment and interaction through experienced guides and capture more benefits

1. Capture existing tourist interest
   - Leverage existing tourist interest in these activities to capture the most potential profit for the destination.
   - Guarantee online presence at the time of research on travel sites and social media (potential partnerships with influencers) and also allow for online booking.
   - Motivate tourists to write reviews to reduce hesitation and encourage other travelers to participate in these activities.

2. Increase benefits by adding options with higher added-value for tourists
   - Tourists are already interested in these activities, but the benefits for the Caribbean can be improved.
   - Increase employment potential and promote community involvement by offering a well-trained and experienced local guide to lead groups of tourists and teach them about the uniqueness and story behind what they are seeing.
   - This can also be a differentiating factor and a more premium option for tourists that are willing to pay more.

3. Create training programs to improve capacity of tour operators
   - Promote the development of the capacity and expansion of tour availability in higher-traffic areas.
   - Focus on areas highly relevant for tourists such as safety, hygiene, sustainability, and customer service to gain their trust and guarantee that these operators meet minimum standards.
Further develop offering and raise awareness, promoting local character to draw attention

Reposition to increase interest and achieve higher benefits

▪ Boost interest by leveraging the existing attractiveness of the Caribbean as a beach destination and offer CBT activities to satisfy the curiosity of tourists while on vacation.

▪ Increase the CBT benefits for the Caribbean by increasing the number of businesses that offer these activities (especially for Traditional Health and Wellness and wellness activities), creating more employment potential.

Increase CBT awareness and promote as ‘non-invasive’ add-ons unique to the Caribbean

▪ Teach tourists what CBT in the Caribbean means and what authentic activities they can add to their beach vacations.

▪ Be present and promote CBT in source market through travel websites and social media to attract the interest of tourists influenced by highlighting social responsibility and sustainability as well as community benefits.

▪ Advertise activities as well at popular hotels in destination market to capture travelers that decide on the spot.

Diversify activities to offer a wider price range to capture willingness to pay

▪ Enhance activities and complimentary services to meet tourist expectations by creating different packages that range from basic to premium, and offer a menu of options from which tourists can mix and match.

▪ Tourists might be interested in doing these activities for a short period of time or for longer if they are combined.

▪ Offer convenience at all stages, with online booking, local transportation, and ease of payment.
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Three different profiles were selected to assess tourist preferences and purchasing behavior when they travel in general, to the Caribbean, and when thinking about Community-Based Tourism:

1) Caribbean Explorers
2) CBT Connoisseurs
3) Guyanese in the Diaspora
Mature married adults that travel with their partner for destination discovery and to relax

**Overview of Tourist Profile**

**Caribbean Explorers**

- Have traveled to the Caribbean for leisure in the last three years
- 61% over 55 years old
- 84% college graduate or higher degree
- US$108,084 average household income
- 55% female
- 45% male
- 61% are married
- 48% have kids, most are older than 18
- 8% have family in the Caribbean
- 55% are currently working

**General travel habits**

- Like to explore and learn new things but also go on vacation to relax.
- Usually travel with their partners and might also consider taking friends.
- Trip planning starts six months in advance, mainly using the internet, but they decide what activities to do closer to the trip or even on the spot.
- Price-driven to select the destination but also pay attention to the offering.

**About the Caribbean**

- Already know the region and are highly interested in going back; most see it as either their next destination or one they will visit in the next 12-18 months.
- Travel is done with their partners for 1-2 weeks, and staying at a hotel or all-inclusive resort that would allow for beach enjoyment.
- Cruising to the Caribbean is also attractive and highly selected.

**About Community-Based Tourism**

- Low familiarity with the term and concept of CBT but, if explained, the majority might be interested in CBT or have never thought about it.
- Attracted to CBT for the learning and having a unique new experience.
- Agro and food CBT are the preferred activities to be combined with beach.

Source: Euromonitor International, survey conducted in the US. N = 467
TRAVEL HABITS OF TOURISTS

Read and refer to travel websites and magazines when in planning stage

How far in advance they normally plan for the following:

- **Flights**
  - More than a year in advance: 8%
  - Between 6 months and a year in advance: 38%
  - Less than 3 months in advance: 40%
  - I decide on the spot: 13%

- **Lodging**
  - More than a year in advance: 7%
  - Between 6 months and a year in advance: 35%
  - Less than 3 months in advance: 37%
  - I decide on the spot: 16%

- **Activities or tours**
  - More than a year in advance: 4%
  - Between 6 months and a year in advance: 15%
  - Less than 3 months in advance: 30%
  - I decide on the spot: 33%

Where they search for information about the following:

- **Destination or travel websites or travel magazines**
  - About the country: 66%
  - Activities: 52%
  - Flights: 37%
  - Lodging: 45%

- **Direct supplier**
  - About the country: 10%
  - Activities: 25%
  - Flights: 60%
  - Lodging: 50%

- **I do not seek for this information**
  - About the country: 7%
  - Activities: 7%
  - Flights: 4%
  - Lodging: 5%

- **Recommendations from friends, family**
  - About the country: 24%
  - Activities: 28%
  - Flights: 13%
  - Lodging: 17%

- **Social media or blogs**
  - About the country: 14%
  - Activities: 11%
  - Flights: 6%
  - Lodging: 3%

- **Travel agent**
  - About the country: 12%
  - Activities: 34%
  - Flights: 15%
  - Lodging: 17%

- **TV advertisements or shows**
  - About the country: 4%
  - Activities: 4%
  - Flights: 5%
  - Lodging: 3%

- **Others**
  - About the country: 5%
  - Activities: 4%
  - Flights: 3%
  - Lodging: 2%

**Most frequent travel companions**

- Couple or partner: 63%
- Friends: 23%
- Family with children: 14%
- Family without children: 14%
- I will go alone: 30%
- Others: 1%

Source: Euromonitor International, survey conducted in the US. N = 467

- Usually travel with their partners.
- Planning is important and starts at least three months before departure, especially for transportation and accommodations.
- Although the activity offering is a relevant factor when choosing a destination, Caribbean Explorers tend to be more spontaneous when deciding what activities to select and do.
Price-driven but prioritize destinations with attractive offerings and guaranteed safety

Main attractions sought after in a vacation abroad

- Sightseeing is the preferred activity among the majority of tourists.
- They seek destinations that offer diverse activities (local food, restaurants, historical and cultural attractions as well as relaxing and enjoying the beach) to enjoy with their partners and destress from their hectic lives.

Main factors when deciding on the destination

- Although cost is the main factor when deciding on the destination, tourists consider a variety of factors during the planning stage.
- As explorers, they seek interesting and different attractions at a destination with a suitable climate for outdoor fun, and where they feel safe.

Source: Euromonitor International, survey conducted in the US. N = 467
Enjoyed their previous experience in Caribbean and plan to return soon

100% have traveled to the Caribbean for leisure in the last three years

97% would consider traveling to the Caribbean for leisure

Top 5 destinations visited in the Caribbean

- The Bahamas: 48%
- Jamaica: 39%
- Puerto Rico: 27%
- Aruba: 23%
- The Dominican Republic: 28%

Most of these travelers want to go back to the Caribbean in the next 18 months. This is due to the combination of pleasant time at the beach, enjoying the tropical weather, and an accessible price.

How tourists have traveled to the Caribbean

- Cruise ship: 53%
- Plane: 44%
- Private boat or yacht: 3%
- Others: 0%

Cruise ship and plane were the main forms of transportation to the Caribbean for Caribbean Explorers.

Why tourists would consider the Caribbean as a travel destination

- Weather: 63%
- Relax: 54%
- Beaches: 52%
- Affordable: 45%
- Easy to get: 40%
- With family/food: 35%
- Other: 32%
- Activities: 31%
- Different than home: 25%
- Friendliness: 24%
- Music: 17%
- Learn from: 12%
- Others: 5%
- Not in the next 3 years: 4%

Source: Euromonitor International, survey conducted in the US. N = 467
Weeklong getaway with their partner at a hotel or resort with beach access

Preferred accommodation in the Caribbean

<table>
<thead>
<tr>
<th>Accommodation Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>All-inclusive resort</td>
<td>39%</td>
</tr>
<tr>
<td>Hotel</td>
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<td>Ecoodge or “green hotel”</td>
<td>1%</td>
</tr>
<tr>
<td>Hostels</td>
<td>0%</td>
</tr>
</tbody>
</table>

67% choose their partner to accompany them on vacation in the Caribbean

50% stay in the Caribbean for 1 week

Top 3 activities selected in the Caribbean

- Beach Tourism: 71%
- Cruise Tourism: 48%
- Socialize with Locals: 31%

Based on their previous experience, Caribbean Explorers associate the Caribbean with the tropical weather, being at the beach, and/or enjoying a cruise experience in the region.

However, some of these tourists also show interest in Community-Based Tourism without knowing they are referring to that type of tourism.

If they were exposed to the different variety of activities that offer interaction with locals and could learn about the community, their willingness to do them would increase.

Source: Euromonitor International, survey conducted in the US. N = 467

Individual budget

- Most travelers (70%) are willing to spend up to US$900 on transportation (flight or cruise) to the Caribbean.

- 64% of tourists estimate they spend no more than US$50 daily on local transportation; some might consider staying at a hotel and not spending money on transportation.

- The budget for lodging averages US$185 per night and 63% estimate they spend between US$100-300 per night.

- The majority allocate less than US$100 daily for activities and tours in the destination country in the Caribbean.

- 64% of travelers are willing to spend up to US$75 daily on meals, and the average daily budget for meals is US$60.
Lack of experience and knowledge of CBT limits interest and willingness of travelers

17% are familiar with CBT

75% would be interested in doing CBT in the Caribbean

- Most travelers are not familiar with or have never been exposed to the term.
- There are no clear opinions about the definition of CBT.
- 32% think it means engaging with people in the community, while 29% think it pertains to local communities that guide tourists to explore the area.
- More than 25% could not choose a definition and said they did not know.

Why tourists would consider doing CBT in the Caribbean (75%)

- Learning experience: 44%
- Have never done it: 35%
- Community interaction: 31%
- Benefits the community: 30%
- Immersive: 26%
- Personalized experience: 24%
- Unique experience: 41%
- Cool and easy: 18%
- Fulfilling experience: 8%
- Get away: 7%

Why tourists would not consider doing CBT in the Caribbean (25%)

- Have never done it: 29%
- Read more research: 20%
- Not interested: 18%
- Uncomfortable interaction: 11%
- Don’t know meaning: 20%
- Prefer other types: 19%
- Unsafe: 9%
- Others: 5%

Source: Euromonitor International, survey conducted in the US. N = 467
What attracts them to CBT is authenticity and uniqueness of activities offered

Top 3 most appealing CBT activities selected by tourists

- Food and Beverage Tour: 51%
- Traditional Cuisine: 47%
- Festival: 34%

Top 3 least appealing CBT activities selected by tourists

- School Exchanges and Cultural Immersion: 35%
- Homestay: 29%
- Wellness: 27%

What to do to engage these tourists:

- Be present at the research phase when tourists choose a destination and what to do via online search, travel websites and magazines, hotel sites, etc. If they are not exposed to the idea, they might not consider it at all.
- Position the Caribbean experience as a relaxing getaway for couples that includes a variety of interesting activities, so they can explore and learn about the uniqueness of the region from friendly locals.
- Leverage affordability by showing how the Caribbean offers exactly what tourists are looking for at a price they are willing to pay.

CBT has potential among Caribbean Explorers

- Tourists look for learning experiences to add to their beach plans that do not take over their entire vacation time.
- Although they are explorers and enjoy learning, seeing and trying new things, they are not as adventurous as other travelers. Food and Traditional Cuisine is 'less invasive' compared to homestays and it is also considered more authentic in terms of the community.
- They also want to do different activities than those available to them at home. So unless they learn about and understand the benefits of activities such as Health and Wellness, they will not be interested.

Source: Euromonitor International, survey conducted in the US. N = 467
CBT Connoisseurs
They have traveled abroad and have done CBT in the last three years
Mature adult adventurers that seek affordable learning experiences on holidays

**Overview of Tourist Profile**

56% over 55 years old

54% female

46% male

90% college graduate or higher degree

54% are married

57% are currently working

US$108,779 average household income

8% have family in the Caribbean

44% have kids

Most are older than 18


**General travel habits**

- Vacations are times to try, see, and learn new things while in contact with nature. Although they enjoy their time at the beach, they want to experience something different and special.
- Choose their partners as main travel companions and same also friends.
- Vacation planning times range from 3–12 months before the trip, mainly researching online travel sites and looking for recommendations.

**About the Caribbean**

- A week-long trip to the Caribbean, staying at a hotel or resort in pairs.
- Visiting the Caribbean is on their bucket list to relax on the beach, enjoying the tropical weather and at a reasonable price.
- As more experienced CBT tourists, they would choose the Caribbean to hang out with locals and learn about their traditions and culture.

**About Community-Based Tourism**

- Higher familiarity with CBT but have some difficulties with its definition. They might not be aware they have done activities that are considered CBT.
- Would consider doing CBT as they highly enjoy it as a learning experience that is unique to the Caribbean where they can interact with locals.
- Agro and food CBT are the preferred activities to do in the Caribbean.

Source: Euromonitor International, survey conducted in the US. N = 262
Generally travel accompanied by their partners but some also choose their friends

How far in advance they normally plan for the following:

- Flights:
  - More than a year in advance: 8%
  - Between 6 months and a year in advance: 36%
  - Less than 3 months in advance: 45%
  - I decide on the spot: 11%

- Lodging:
  - More than a year in advance: 5%
  - Between 6 months and a year in advance: 32%
  - Less than 3 months in advance: 36%
  - I decide on the spot: 20%

- Activities or tours:
  - More than a year in advance: 4%
  - Between 6 months and a year in advance: 15%
  - Less than 3 months in advance: 34%
  - I decide on the spot: 36%

Most frequent travel companions:

- Couple or partner: 59%
- Friends: 27%
- I will go alone: 15%
- Family with children: 14%
- Family without children: 10%
- Others: 2%

Where they search for information about the following:

- Destination or travel websites or travel magazines: 71%
- About the country: 13%
- Activities: 22%
- Flights: 63%
- Lodging: 52%

- Direct supplier: 33%
- I do not seek for this information: 3%
- Recommendations from friends, family: 18%
- Social media or blogs: 20%
- Travel agent: 8%
- TV advertisements or shows: 8%
- Others: 4%

The planning stage of the trip is important, it can start a year before the departure to select the right destination and to get the best price on hotels and transportation.

They are likely to collect as much information as possible and consult diverse sources, starting with more generalist travel websites and listening careful to the recommendations from acquaintances and bloggers/influencers that have been there before.

Source: Euromonitor International, survey conducted in the US. N = 262
Enjoy a more active vacation at destination that offers wide range of activities

Main attractions sought after in a vacation abroad

- Although tourists enjoy spending time at the beach, they are less interested in spending their whole stay without experiencing other activities.
- They will try to find a good number of activities (e.g. cultural attractions, local restaurants, archeological sites, Heritage Sites, etc.) that are affordable and in line with their budget.

Main factors when deciding on the destination:

- Although cost is the main factor when deciding on the destination, tourists look at a wide range of factors during the planning stage.
- They seek different experiences from what they can find back home, and local learning opportunities.
- Feeling safe is also among their top priorities.

Source: Euromonitor International, survey conducted in the US. N = 262
Tourists also appreciate some time off at Caribbean beaches to relax and unwind

42%

Have traveled to the Caribbean for leisure in the last three years

92%

Would consider traveling to the Caribbean for leisure

Top 5 destinations visited in the Caribbean

- Puerto Rico: 44%
- The Bahamas: 41%
- Jamaica: 41%
- Aruba: 31%
- The Dominican Republic: 27%

Why tourists would consider the Caribbean as a travel destination

- Weather
- Relax
- Beaches
- Affordable
- Easy to get
- Food
- Different than home
- With family/friends
- Activities
- Friendliness
- Music
- Learn from locals
- Family/friends there
- Others

Source: Euromonitor International, survey conducted in the US. N = 262
VACATION PLANNING IN THE CARIBBEAN

Weeklong beach vacation to spend time with locals and stay at a hotel or resort

Preferred accommodation in the Caribbean

<table>
<thead>
<tr>
<th>Accommodation</th>
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</tr>
</tbody>
</table>

- **58%** choose their partner to accompany them on vacation in the Caribbean
- **49%** stay in the Caribbean for 1 week

**Top 3 activities selected in the Caribbean**

- **69%** Beach Tourism
- **52%** Socialize with Locals
- **37%** Cruise Tourism

**Individual budget**

- Most travelers (71%) are willing to spend **up to US$900** on transportation (flight or cruise) to the Caribbean.
- 58% of tourists estimate they spend **no more than US$50 daily** on local transportation; some might consider staying at a hotel and not spending money on transportation.
- The budget for lodging averages **US$187 per night** and 63% estimate they spend less than US$200 per night.
- The majority (63%) assign **less than US$100 daily** for activities and tours in the destination country in the Caribbean.
- 68% of travelers are willing to spend **up to US$75 daily** on meals and the average daily budget for meals is US$60.

CBT Connoisseurs are not as familiar with the broad range of what the Caribbean has to offer. They know of it from online, or friends or family, and define the Caribbean by its beaches. They are naturally curious and enjoy interacting with locals to have a unique experience as seen from the perspective of people from the community. If they are educated about the CBT opportunities in the Caribbean, they will be more willing to do these activities during their next (or first) visit to the region.

Source: Euromonitor International, survey conducted in the US. N = 262
Tourist Familiarity with and Interest in CBT in the Caribbean

30% are familiar with CBT

90% would be interested in doing CBT in the Caribbean

Why tourists would consider doing CBT in the Caribbean (90%)

- Learning experience 45%
- Community interaction 42%
- Personalized experience 32%
- Immersive 32%
- Have never done it 31%
- Get away 8%
- Cool and easy 18%
- Unsafety 17%
- Others 8%
- Heard bad 4%

Why tourists would not consider doing CBT in the Caribbean (10%)

- Prefer other types 33%
- Don’t know meaning 25%
- Need more research 25%
- Not interested 29%
- Don’t plan to 23%
- Never thought about it 15%
- Might be interested 13%
- On my bucket list 5%
- In my next trip 5%

Almost a third knows or has heard about CBT.
39% of tourists believe it refers to local communities that guide tourists to explore the area they are visiting.
They also think CBT means engaging with people in the community while on vacation (35%) and celebration of the community traditions, culture, rituals, music, and wisdom (31%).
16% could not choose a specific definition and said they did not know.

Source: Euromonitor International, survey conducted in the US. N = 262
CBT ACTIVITIES IN THE CARIBBEAN

Show higher interest in add-on activities in which they can learn and have interactions

Top 3 most appealing CBT activities selected by tourists

- Traditional Cuisine 44%
- Food and Beverage Tour 41%
- Wildlife Tourism in Natural Habitat 39%

Top 3 least appealing CBT activities selected by tourists

- School Exchanges and Cultural Immersion 36%
- Homestay 32%
- Wellness 27%

High potential for doing CBT in the Caribbean

- Travelers show high interest in visiting the Caribbean. They want their vacation to combine time relaxing at the beach with visiting local attractions to learn more about the destination.
- Their interest is broad as they seek to combine visits to historic and cultural attractions, museums, local sites and try local food at authentic restaurants while interacting with locals. These are all activities that are part of CBT without them being aware of it.
- If they receive more exposure to the term CBT, they might decide to do it as part of their next trip to the Caribbean.

Source: Euromonitor International, survey conducted in the US. N = 262

What to do to engage these tourists:

- Promote by highlighting the value for price of the CBT Caribbean offer:
  - Show them the wide variety of add-on activity options to complement beach activities during their Caribbean vacation.
  - Position them as authentic experiences in which tourists can live something different from home and get firsthand exposure to unique and local practices which they learn directly from the community.
- Have online presence when travelers do their research since the planning stage starts early and has a major impact on destination choice.
Guyanese in the Diaspora
They have Guyanese heritage but live in the US and travel to the Caribbean
Young, extroverted, and single tourists who want excitement and to meet new people

**General travel habits**
- Curious and adventurous by nature, they enjoy traveling alone, being in contact with nature, and meeting new people when they travel abroad.
- Wide range of interests, as they have traveled around the Americas and Europe, and some have also been to Africa and Asia.
- Are likely to travel solo, and rely on travel sites and recommendations.

**About the Caribbean**
- The Caribbean is among their top vacation destinations to enjoy the unique beaches, tropical weather and local food that ‘feels like home’.
- They either go alone or with a partner for a week or two and choose to stay either at a hotel or resort; some would consider family housing.
- Choose a mix between Beach Tourism and Get in touch with local culture.

**About Community-Based Tourism**
- Are familiar with CBT and are strongly considering it for their next trip because they are always looking for fulfilling and unique experiences.
- Most of them have already done CBT activities either in the Caribbean or in other regions, and they prefer to combine a variety of local experiences such as local cuisine, Festivals, wildlife tourism, and Wellness.

**Guamanese in the Diaspora**
Have Guamanese heritage but live in the US and travel to the Caribbean

- 66% between 18-35 years old
- 91% college graduate or higher degree
- US$137,122 average household income
- 48% have family in the Caribbean
- 70% female, 30% male
- 52% are single
- 52% have kids, Most are older than 6 years
- 97% are currently working
- 91% college graduate or higher degree
- 52% have kids, Most are older than 6 years
- 97% are currently working

Source: Euromonitor International, survey conducted in the US. N = 33
TRAVEL HABITS OF TOURISTS

They choose to explore new destinations alone but also enjoy traveling with friends

How far in advance they normally plan for the following:

<table>
<thead>
<tr>
<th></th>
<th>More than a year in advance</th>
<th>Between 6 months and a year in advance</th>
<th>From 3 to 6 months in advance</th>
<th>Less than 3 months in advance</th>
<th>I decide on the spot</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flights</td>
<td>39%</td>
<td>24%</td>
<td>21%</td>
<td>15%</td>
<td>3%</td>
</tr>
<tr>
<td>Lodging</td>
<td>33%</td>
<td>24%</td>
<td>24%</td>
<td>15%</td>
<td>3%</td>
</tr>
<tr>
<td>Activities or tours</td>
<td>33%</td>
<td>12%</td>
<td>18%</td>
<td>15%</td>
<td>21%</td>
</tr>
</tbody>
</table>

Where they search for information about the following:

- **Destination or travel websites or travel magazines**: About the country 48%, Activities 56%, Flights 38%, Lodging 48%
- **Direct supplier**: 16% for About the country, 21% for Activities, 52% for Flights, 30% for Lodging
- **I do not seek for this information**: 3% for About the country, 3% for Activities, 3% for Flights, 3% for Lodging
- **Recommendations from friends, family**: 30% for About the country, 33% for Activities, 21% for Flights, 27% for Lodging
- **Social media or blogs**: 27% for About the country, 33% for Activities, 18% for Flights, 18% for Lodging
- **Travel agent**: 21% for About the country, 12% for Activities, 36% for Flights, 18% for Lodging
- **TV advertisements or shows**: 12% for About the country, 15% for Activities, 27% for Flights, 18% for Lodging
- **Others**: 3% for About the country, 3% for Activities, 3% for Flights, 3% for Lodging

Most frequent travel companions:

- I will go alone: 55%
- Couple or partner: 27%
- Friends: 21%
- Family without children: 12%
- Family with children: 12%

- The planning stage is variable. Some plan for more than a year while others are more spontaneous and take less than 3 months, or even decide what activities to do on the spot.
- They consult a wide variety of sources, especially to get the best deals on flights.
- Although their main sources are travel websites and magazines, they are more likely to rely on social media, and recommendations from acquaintances.

Source: Euromonitor International, survey conducted in the US. N = 33
Main attractions sought after in a vacation abroad

- Beach Tourism slightly stands out but tourists look for diverse activities when they travel for leisure.
- They have ‘hunger for full-on’ experiences where they can combine time at the beach with shopping or enjoy a local meal at a local restaurant, having time off but also doing some of the activities offered locally.
- They are less price-driven than other tourists.
- However, determining the destination requires research to understand different aspects such as the climate, and what is offered.
- They are more influenced by reviews from acquaintances as well on social media or elsewhere online.

Main factors when deciding on the destination:

Source: Euromonitor International, survey conducted in the US. N = 33
Almost everybody wants to return to Caribbean and maybe visit a different country

100%

Have traveled to the Caribbean for leisure in the last 3 years

97%

Would consider traveling to the Caribbean for leisure

Top 5 destinations visited in the Caribbean

<table>
<thead>
<tr>
<th>Destination</th>
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</tr>
</thead>
<tbody>
<tr>
<td>The Bahamas</td>
<td>55%</td>
</tr>
<tr>
<td>The Dominican Republic</td>
<td>42%</td>
</tr>
<tr>
<td>Barbados</td>
<td>39%</td>
</tr>
<tr>
<td>Puerto Rico</td>
<td>39%</td>
</tr>
<tr>
<td>Guyana</td>
<td>32%</td>
</tr>
</tbody>
</table>

Tourists are planning to return to enjoy the beaches and the tropical weather, especially when it is winter time at home.

They can also take advantage of the wide variety of authentic, diverse, and exciting experiences that the region offers.

How tourists have traveled to the Caribbean

- 42% by Cruise ship
- 30% by Plane
- 27% by Private boat or yacht

More tourists have been to the Caribbean in private boats than other travelers.

Why tourists would consider the Caribbean as a travel destination

- 55% by Beaches
- 59% by Weather
- 36% by Food
- 36% by Activities
- 53% by Easy to get
- 53% by Music
- 50% by Relax
- 36% by With family/holidays
- 27% by Affordable
- 24% by Different than home
- 21% by Friends
- 18% by Family/holidays there
- 18% by Learn from locals
- 3% by Others

Source: Euromonitor International, survey conducted in the US. N = 33
2 weeks exploring Caribbean, enjoying beaches and socializing with locals

Preferred accommodation in the Caribbean

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</tr>
<tr>
<td>Ecolodge or &quot;green hotel&quot;</td>
<td>6%</td>
</tr>
</tbody>
</table>

42% prefer to go alone on vacation in the Caribbean

75% stay in the Caribbean for 1 or 2 weeks

Top 3 activities selected in the Caribbean

<table>
<thead>
<tr>
<th>Activity</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beach Tourism</td>
<td>61%</td>
</tr>
<tr>
<td>Socialize with Locals</td>
<td>45%</td>
</tr>
<tr>
<td>Music Festivals, carnivals, and spiritual or health tourism</td>
<td>42%</td>
</tr>
</tbody>
</table>

Individual budget

- Most travelers (70%) are willing to spend up to US$900 on transportation (flights or cruise) to the Caribbean.
- 64% of tourists estimate they spend no more than US$50 daily on local transportation; some might consider staying at a hotel and not spending money on transportation.
- The budget for lodging averages US$185 per night and 63% estimate they spend between US$100-300 per night.
- The majority allocate less than US$100 daily for activities and tours in the destination country in the Caribbean.
- 64% of travelers are willing to spend up to US$75 per day on meals, and the average daily budget for meals is US$60.

Beach Tourism in the Caribbean is attractive for most Guyanese but they are mostly interested in experiencing other types of activities.

CBT is a good fit for these travelers as they can experience something different than what is available at home, with the opportunity to meet and engage with new people.

Moreover, a higher household income is also reflected in a higher individual budget for vacations in the Caribbean compared to the Caribbean Explorers and CBT Connoisseurs.

Source: Euromonitor International, survey conducted in the US. N = 33
Higher exposure to CBT increases number of tourists interested in doing it

58% are familiar with CBT

94% would be interested in doing CBT in the Caribbean

Why tourists would consider doing CBT in the Caribbean (94%)

- Fulfilling experience: 33%
- Cool and easy: 59%
- Learning experience: 32%
- Benefits the community: 26%
- Unique experience: 33%
- Have never done it: 35%
- Community interaction: 26%
- Get away: 35%
- Personalized experience: 19%

Why tourists would not consider doing CBT in the Caribbean (6%)

- Need more research: 50%
- Uncomfortable interaction: 50%

The majority knows about the term CBT and/or has experience doing CBT.

Overall, tourists agree that CBT combines the concept of local communities guiding tourists to explore the area they are visiting (39%) that may also provide accommodations for tourists (36%) and is an activity that celebrates community traditions, culture, rituals, music, and wisdom (33%).

Only 6% could not choose a specific definition.

Source: Euromonitor International, survey conducted in the US. N = 33
CBT activities selected should be unique to region or different from those at home

Top 3 most appealing CBT activities selected by tourists

- Local Tourism 48%
- Traditional Cuisine 42%
- Food and Beverage Tour 33%

Top 3 least appealing CBT activities selected by tourists

- Ecolodge 30%
- Farm Tour 24%
- Farm to Table 21%

Ideal segment to engage in CBT activities

- Tourists plan their vacation around the attractions and activities at the destination that they find authentic, making them attracted to CBT than the other two segments.
- Overall, they show interest in most of the CBT activities and that is why their top choice is Local Tourism. However, some of them are also foodies and enjoy the local food and Traditional Cuisine available in the region.
- They enjoy being in contact with nature, but Ecolodge is their least favorite activity since they prefer staying at an all-inclusive resort instead.

What to do to engage these tourists:

- Promote the activities by leveraging their authenticity and the advantage of doing them in the Caribbean, as well as the opportunity to interact and meet young locals to experience their culture, music and food together.
- These tourists are already interested in visiting the Caribbean, so appeal to them by highlighting Local Tourism, adding CBT activities into a 1 or 2 week immersive experience at a price point they find acceptable.
- Encourage positive word-of-mouth by promoting online reviews by travelers, bloggers, influencers and direct suppliers.

Source: Euromonitor International, survey conducted in the US. N = 33
# Scorecard used to assess CBT activities in the Caribbean

<table>
<thead>
<tr>
<th>#</th>
<th>Category</th>
<th>Price range</th>
<th>Number of businesses</th>
<th>Community involvement</th>
<th>Employment potential</th>
<th>Interest/Popularity (US)</th>
<th>Capacity in the Caribbean</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Local Tourism</td>
<td>100-2000+</td>
<td>100+</td>
<td>High</td>
<td>High</td>
<td>High</td>
<td>High</td>
<td>5.00</td>
</tr>
<tr>
<td>2</td>
<td>Food and Beverage Tour</td>
<td>30-1200</td>
<td>20-100</td>
<td>High</td>
<td>High</td>
<td>High</td>
<td>High</td>
<td>4.70</td>
</tr>
<tr>
<td>3</td>
<td>Homestay</td>
<td>35-110</td>
<td>100+</td>
<td>High</td>
<td>Mid</td>
<td>High</td>
<td>High</td>
<td>4.50</td>
</tr>
<tr>
<td>4</td>
<td>School Exchanges and Cultural Immersion</td>
<td>1000-2000+</td>
<td>1-25</td>
<td>High</td>
<td>High</td>
<td>High</td>
<td>High</td>
<td>4.40</td>
</tr>
<tr>
<td>5</td>
<td>Traditional Cuisine</td>
<td>10-15</td>
<td>100+</td>
<td>High</td>
<td>Mid</td>
<td>High</td>
<td>High</td>
<td>4.40</td>
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<tr>
<td>6</td>
<td>Farm to Table</td>
<td>25-110</td>
<td>20-100</td>
<td>High</td>
<td>High</td>
<td>High</td>
<td>Mid</td>
<td>4.20</td>
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<tr>
<td>7</td>
<td>Volunteer with Local Experience</td>
<td>800-2000+</td>
<td>1-25</td>
<td>High</td>
<td>High</td>
<td>Mid</td>
<td>High</td>
<td>4.00</td>
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<tr>
<td>8</td>
<td>Indigenous Tourism</td>
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<td>Mid</td>
<td>Mid</td>
<td>High</td>
<td>High</td>
<td>3.50</td>
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</table>
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<tr>
<td>9</td>
<td>Traditional Health and Wellness</td>
<td>30-250</td>
<td>1-25</td>
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<td>Mid</td>
<td>High</td>
<td>High</td>
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<tr>
<td>10</td>
<td>Ecotourism</td>
<td>90-1200</td>
<td>100+</td>
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<td>Mid</td>
<td>Mid</td>
<td>Low</td>
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<tr>
<td>11</td>
<td>Heritage Site</td>
<td>2-300</td>
<td>26-100</td>
<td>Mid</td>
<td>Mid</td>
<td>High</td>
<td>Low</td>
<td>3.40</td>
</tr>
<tr>
<td>12</td>
<td>Farm Tour</td>
<td>20-150</td>
<td>26-100</td>
<td>High</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>3.40</td>
</tr>
<tr>
<td>13</td>
<td>Wellness</td>
<td>20-40</td>
<td>1-25</td>
<td>Mid</td>
<td>High</td>
<td>High</td>
<td>Low</td>
<td>3.40</td>
</tr>
<tr>
<td>14</td>
<td>Festival</td>
<td>NA</td>
<td>1-25</td>
<td>High</td>
<td>Mid</td>
<td>High</td>
<td>Mid</td>
<td>3.40</td>
</tr>
<tr>
<td>15</td>
<td>Wildlife Tourism in Natural Habitat</td>
<td>0-100</td>
<td>26-100</td>
<td>Mid</td>
<td>Mid</td>
<td>High</td>
<td>Low</td>
<td>3.30</td>
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</table>
# Scorecard used to assess CBT activities in the Caribbean

<table>
<thead>
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<th>#</th>
<th>Niche Markets</th>
<th>Price range</th>
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<th>Score</th>
</tr>
</thead>
<tbody>
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<td>16</td>
<td>Religious Tourism</td>
<td>40-2000+</td>
<td>1-25</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>High</td>
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</tr>
<tr>
<td>17</td>
<td>Caving</td>
<td>40-160</td>
<td>1-25</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>High</td>
<td>3.10</td>
</tr>
<tr>
<td>18</td>
<td>Waterbased Tours</td>
<td>12-450</td>
<td>1-25</td>
<td>Mid</td>
<td>Mid</td>
<td>High</td>
<td>Mid</td>
<td>3.10</td>
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<tr>
<td>19</td>
<td>Hiking/Trekking</td>
<td>0-2000+</td>
<td>26-100</td>
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<td>3.10</td>
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<tr>
<td>20</td>
<td>Holistic medicine/alternative treatments and therapies</td>
<td>20-150</td>
<td>1-25</td>
<td>Mid</td>
<td>Mid</td>
<td>High</td>
<td>Mid</td>
<td>3.10</td>
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<tr>
<td>21</td>
<td>Wildlife Tourism in Non-Natural Habitat</td>
<td>0-200</td>
<td>26-100</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>3.00</td>
</tr>
<tr>
<td>22</td>
<td>Cooking Class</td>
<td>25-160</td>
<td>26-100</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>3.00</td>
</tr>
</tbody>
</table>
**Scorecard used to assess CBT activities in the Caribbean**

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<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>23 Water based Activities</td>
<td>30-300</td>
<td>26-100</td>
<td>Low</td>
<td>Low</td>
<td>High</td>
<td>High</td>
<td>3.00</td>
</tr>
<tr>
<td>24 Cultural Classes</td>
<td>20-100</td>
<td>26-100</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>2.90</td>
</tr>
<tr>
<td>25 Markets</td>
<td>0-65</td>
<td>26-100</td>
<td>High</td>
<td>Low</td>
<td>Mid</td>
<td>Mid</td>
<td>2.90</td>
</tr>
<tr>
<td>26 Museum</td>
<td>0-10</td>
<td>26-100</td>
<td>Mid</td>
<td>Mid</td>
<td>Low</td>
<td>Mid</td>
<td>2.50</td>
</tr>
<tr>
<td>27 School Visit</td>
<td>1000-2000+</td>
<td>1-25</td>
<td>Mid</td>
<td>Low</td>
<td>Mid</td>
<td>Mid</td>
<td>2.40</td>
</tr>
<tr>
<td>28 Spiritual Experiences</td>
<td>100+</td>
<td>1-25</td>
<td>Low</td>
<td>Mid</td>
<td>Mid</td>
<td>Mid</td>
<td>2.20</td>
</tr>
<tr>
<td>29 Garden Tour</td>
<td>20-80</td>
<td>26-100</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
<td>1.30</td>
</tr>
<tr>
<td>30 Horse Riding</td>
<td>15-45</td>
<td>1-25</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
<td>1.00</td>
</tr>
</tbody>
</table>
Step-by-step project methodology

**Secondary research**
- Develop understanding of CBT
- Generate a preliminary list of activities currently offered in the region

**Exploratory interviews**
- Both in the US and the Caribbean
- Identify most relevant CBT niches and determine potential

**Online focus group**
- Evaluate list of niches and activities based on agreed criteria
- Prioritize 15 activities
- Test activities and gain insight from tourists
- Inputs to be leveraged on survey

**Scorecard**
- Test activities and gain insight from tourists
- Inputs to be leveraged on survey

**In-depth interviews**
- Assess consumer demand, interest and WTP
- Quantify responses from online focus groups
- Both in the US and Caribbean
- Validate value propositions and create context around findings

**Consumer survey**
- Both in the US and Caribbean
- Validate value propositions and create context around findings

**Final delivery**
- PowerPoint
- Training manual

**INTRODUCTION / EXECUTIVE SUMMARY / CBT ACTIVITIES / TOURIST PROFILES / CBT TRENDS / CONCLUSIONS / APPENDIX**

- 20 Pulse interviews in the US
- 15 Completes in the US
- 28 trade interviews in the US
- 17 trade interviews in the Caribbean
- 629 Completes in the US

**About the project**
- Develop understanding of CBT
- Generate a preliminary list of activities currently offered in the region
- Secondary research
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<thead>
<tr>
<th>#</th>
<th>Country/Region</th>
<th>Type</th>
<th>Organization Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Antigua and Barbuda</td>
<td>In-depth</td>
<td>Ministry of Tourism</td>
</tr>
<tr>
<td>2</td>
<td>Barbados</td>
<td>In-depth</td>
<td>Good Fortune Travel</td>
</tr>
<tr>
<td>3</td>
<td>Belize</td>
<td>In-depth</td>
<td>Belize Ministry of Tourism and Civil Aviation</td>
</tr>
<tr>
<td>4</td>
<td>Caribbean</td>
<td>In-depth</td>
<td>UN Economic Commission for Latin America and the Caribbean</td>
</tr>
<tr>
<td>5</td>
<td>Caribbean</td>
<td>In-depth</td>
<td>University of West Indies</td>
</tr>
<tr>
<td>6</td>
<td>Dominica</td>
<td>In-depth</td>
<td>Discover Dominica Authority (Ministry of Tourism, Economic Development, Investments and Energy)</td>
</tr>
<tr>
<td>7</td>
<td>Dominican Republic</td>
<td>In-depth</td>
<td>Colonial Tours</td>
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<tr>
<td>8</td>
<td>Grenada</td>
<td>In-depth</td>
<td>Belmont Plantations and Agritourism</td>
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<td>Guyana</td>
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<td>Guyana Tourism Authority</td>
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<td>Jamaica</td>
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<td>Saint Vincent and the Grenadines</td>
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<td>My Kind of Travel</td>
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<th>Country/Region</th>
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<th>Organization Name</th>
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<td>US</td>
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<td>Carnival Cruises</td>
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<td>Guyana</td>
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<td>Jamaica</td>
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<td>Ministry of Tourism</td>
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- Syndicated Market Research
- Custom Research and Consulting

Expansive Network
- On the ground researchers in 80 countries
- Complete view of the global marketplace
- Cross-comparable data across every market

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- Companies & brands
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