

# FIXED VS VARIABLE COSTS FOR TRAVEL PROGRAMS

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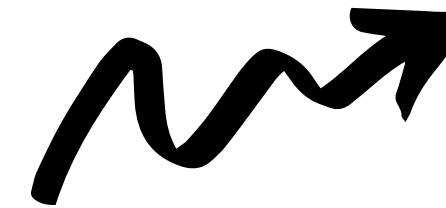


## FIXED COSTS

STAY THE SAME NO MATTER HOW MANY TRAVELERS YOU HAVE

- Operator/Vendor Fee (if they charge a flat fee)
- Staff time and travel costs
- Entertainer costs (if you are hiring a faculty/expert/performer to be on the trip)
- Interpreters and Guides

What is the right ratio for your trip?



## VARIABLE COSTS

INCREASE WITH THE NUMBER OF TRAVELERS

- Operator/Vendor Fee (if they charge a commission)
- Lodging
- Meals
- Transportation
- Per-person fees for tours and site admission