

Developing Sustainable Revenue Streams

Revenue Stream	Description	Contribution to Sustainability
Activity Commissions (Core)	10–25% margin per booking from tourists participating in volunteer experiences.	Main recurring income stream, scalable with volume.
Premium “For-a-Cause” Experiences	Higher-priced activities (bike/kayak tours, creative workshops) where proceeds are split with NGOs.	Increases average ticket size and supports cause visibility.
Hotel / Hostel Subscriptions	Monthly or annual partnership packages to include Kind Visit offers in guest experiences.	Steady B2B income, predictable cash flow.
Corporate Volunteering Packages	Half-day CSR activities for local companies or visiting teams.	Diversifies audience beyond leisure tourism.
Grants & Impact Funds	Targeted at sustainable tourism, youth volunteering, and social innovation.	Seed capital for pilot and technology development.
Merchandising & Certificates	“Kind Traveler” souvenirs and participation certificates.	Adds small but symbolic revenue while promoting the brand.