



TRYPPS.com

TRANSPORTATION | DELIVERY | HOSPITALITY

BUSINESS PLAN
TO GET YOU EXCITED!



PRESENTED BY MICHAEL TELLEZ
TRYPPS.com

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OPENING STATEMENT

TRYPPS.com is a Full-Service Travel, Tourism & Hospitality company. Our goal is to be a global brand where travelers all over the world can find the services they need in the town they are visiting. We have been operating for 6 years now.

Our strategy is to be the concierge, the One-Stop-Shop in Palm Springs.

We already provide a lot of these services such as: Transportation Services, Delivery Services, Special Events, Event Planning, Venues, Caterers, Vendors, Security, Travel Planning, etc. Taking care of people's needs.

Some of our clients over the years have been Barry Manilow, Morongo Hotel & Casino, Ray-Ban, The Riviera Hotel, The Parker Hotel Palm Springs, The Avalon Hotel, Belvedere Vodka, Cirroc Vodka. We have worked with high profile clientele from all over the world and from all industries.

Palm Springs is a resort city in the Sonoran Desert in Southern California known for its hot springs, stylish hotels, PGA golf courses and world class spas. World class shopping, fine dining, world class sporting events like BNP Paribas Tennis Tournament and PGA Golf Tournaments.

Festivals happen all year long. Coachella Valley Music and Arts Festival is the largest festival in the world that brings in over 150k unique visitors over 2 weekends.

You'll discover plenty of things to do in Greater Palm Springs. Thanks to the abundance of sunny days and warm winter weather, Greater Palm Springs is a year-round playground for those who enjoy being active-and those who don't. If you prefer rest and relaxation, you can simply chill out in one of our many sparkling pools, lounge poolside or in one of the area's VIP cabanas while sipping a designer, chef-crafted cocktail, or you can tee off at one of the more than 110 local golf courses, swing a tennis racquet on the same tennis courts where legends have played, find your bliss at an area spa, explore the desert on a sightseeing tour, wow the kids with a trip to The Living Desert Zoo and Garden, or visit museums and boutique shops in Palm Springs.

Our mission over the next few years is to grab a major share of the Hospitality Market in Palm Springs.

Michael Tellez
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MARKETING

We already focus heavily marketing efforts in the Palm Springs area. We have utilized TV, Facebook Ads, Yelp, Postcards, Business Cards, Sponsorships, Charity Events, Networking Events. We're now also marketing outside of Palm Springs to a global audience in all of our areas of expertise.

We want to start a foundation in my father's name who's been my greatest support, greatest inspiration and who actively works with the company. This charity will not only support the local Palm Springs community but will also focus on the huge Seniors population here and find ways to serve them and bless them with food, Medical services, free delivery or rides when needed. Part of this plan includes a new campaign in marketing to increase our overall global exposure to effectively increase new sales and clients, larger customer acquisition and revenues. We also will focus on partnering more with the local Palm Springs hotel Concierges, the numerous golf courses, resorts, convention centres and attractions.

With your partnership and more time and funding spent in these areas we believe will capture even more of the market and we're now poised to take effective steps immediately

- Yelp leads account for a 65% of our inbound business
- Google
- Social Media
 - o Facebook
 - o Instagram
 - o Youtube
- Local and Social Networking
- We have a great reputation in the community and online

Part of this plan includes a campaign in marketing to increase our overall exposure globally, effectively increasing customer acquisition and revenue. With your partnership and funding, we're poised to take effective steps immediately.





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REPEAT AND SEASONAL BUSINESS

We have already been very busy over the last few years and successful in servicing and caring for people's needs in the Palm Springs area .

We will continue to do big events like the Coachella Music event, Stagecoach concerts, PGA golf events, the BNP Paribas Tennis event, as well as daily Hotel and casino runs, airport runs and weekly food and medical supplies deliveries.

We act also as a city concierge, supplying unique needs and services for that special wish list for weddings or birthdays or events. No request is too tough to solve or too crazy for us to take care of.

Transportation | Delivery | Hospitality

We are your one stop shop concierge for Palm Springs. We can handle any need from transportation, pickups and deliveries, events, staffing, caterers, vendors, venues, or that personal touch for weddings, birthday parties or other special events.

How can we best serve you?



REVENUE

These are the stats & revenue that is generated in Palm Springs annually.

- 1 million tourists stay in hotels in Palm Springs annually while another 600,000 visitors stay in non-hotel accommodations.
- At the Palm Springs Airport, the Total Passenger Count for 2021 was 2,092,943, an increase of 67% compared to 2020. In the month of December, PSP set its 7th passenger record for the year surpassing the previous record, set in 2018, by 8.6% with 276,527 total passengers.
- Between our clients, partners, affiliates and all revenue streams, we participate in generating over \$10 million annually in our community.
- Festivals generated over \$2 billion alone
- Hotels in Palm Springs generated over \$1 billion in sales in 2021



BIOS

Michael Tellez – Founder / CEO

Michael possesses over 30+ years of Customer Service, Hospitality, Logistics & Internet Marketing/Sales experience. Some of the companies he's worked with are Los Angeles Times, Marie Callender's, Chrysler / Jeep / Dodge, Volkswagen, Ford and Transamerica.

He brings all his knowledge of these industries together to create a platform that services the traveler as well as the local community. With a life-long focus on cultivating relationships, Michael has built an extensive network of providers from all hospitality related industries.

David Wood - COO

David has been in the media, marketing, casting and the production world for many years. His clients have included MTV, HBO, NBC, Fox tv, Star search, Golden Globes, Universal Studios and many more. Also NGOs and such non profits and charity events like United Nations, The Red Cross, Salvation Army, Mission America, Campus Crusade for Christ and many more over the years.

Jorden Chryss - CPA

Jordan is an accomplished independent CPA and financial consultant that offers Bookkeeping, Accounting and Advisory, CFO services and Tax preparation through his website <https://findagoodaccountant.com>.

Monica Felix - Office Manager

Monica comes with extensive experience in team management. She's managed several teams always exceeding quotas and expectations. She is very detail oriented.

She began her career working along side some of the top chefs in the industry. She worked her way up to Sous Chef and has perfected her craft in many different types of cuisine. She has worked for Ruth's Chris Steakhouse, The View at Indian Wells, Kaiser Grille, Ernie's at PGA West. Since joining our team in 2020, she's done an outstanding job working directly with some of our biggest accounts. Ray-Ban, Coachella, Stagecoach, Morongo Hotel & Casino. She's overseen projects in their entirety with managing clients, drivers, vendors, logistics, and billing.

There has been no challenge that she wasn't up to taking. Customer Service is her passion. Going above and beyond is the only way she works.

Mark Langlois - General Web and IT

Mark is an OG IT and Internet professional that has been around since before there was an Internet. He provides internet Web and Email hosting, as well as web application development, virtualization and IT networking and hardware support. <https://business.langlois-comp.com>





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CLOSING STATEMENT

With so many challenges facing the world today we're finding people using the internet and speciality services like us more and more. The days of jumping in a car to go shopping or doing everything personally ourselves is changing dramatically.

As example as sad as covid 19 was on the world , our Buisness actually surged and picked up tremendously over the last two years. With people stuck indoors but still in need of basic services, personal shopping, food, medical, Restauant pickups, our driving and delivery services were kept quite busy and we became an essential Buisness.

As we continue to become more and more well known in the Palm Springs area we're picking up more and more Buisness and clients every day and weekly. The phone is literally ringing off the hook throughout the week and weekends.

We would like to now take the company to the next level by adding a much needed call service to handle incoming calls, a number of key vehicles to add to our growing fleet such as a 4-6 passenger limousine a 24 passenger party bus and a sprinter limo/van. A couple more sales staff to focus on the Palm Springs and surrounding area. As well as marketing to the international and global tourist, transportation and tourism industry.

